

# SPOTLIGHT

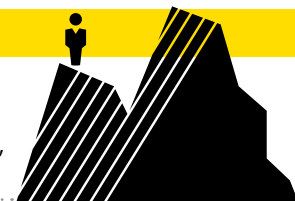
JUNE 2017



**SGA Career Track**

**New Markets Opening & Expanding!**

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



**Required Retention Rate**

**Effective Jan. 1, 2017**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

**Retention: 72.0%**  
**Net to Gross: 80%**

**Dates to Remember**

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Monday 7/24** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Thursday 7/27**. eApp business excluded from the 7 day hold should be uploaded by **Monday 7/31** before 2:00 p.m. CST to count for **July** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

**\$5,699,701**

**in total bonuses were paid out this month by AIL and NILICO.** For more information on the monthly bonuses, turn to **Page 30-37**.

**Download the *Spotlight App***  
A digital publication spotlighting top producers of AIL & NILICO

1. Go to the App Store or Google Play
2. Search 'Spotlight Digital'
3. Install the app
4. Launch the app from your device's home screen
5. Allow for Notifications
6. Log in to the app  
User Name: **ail** Password: **legacy**

Download on the App Store | GET IT ON Google Play

**\* Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2018 Awards Presentation are: the top SGA from each category based on Performance Factor with 100% minimum, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top PR Representative from each category, and the top PR Manager from each category. View the 2018 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Gaylord Palms Resort in Orlando! The convention will be held June 24-27, 2018.



**LOOK FOR ME!**

**SPOTLIGHT**

[www.arc.aillife.com/arc/spotlight](http://www.arc.aillife.com/arc/spotlight)  
A monthly publication spotlighting top producers of American Income Life and National Income Life

**MANAGING EDITOR**  
Sam Yarbrough / [syarbrough@aillife.com](mailto:syarbrough@aillife.com)

**WRITER & COPY EDITOR**  
Leah Fry / [lfry@aillife.com](mailto:lfry@aillife.com)

**SENIOR GRAPHIC DESIGNER**  
Jonathan McGinnis / [jpmcginnis@aillife.com](mailto:jpmcginnis@aillife.com)

**GRAPHIC DESIGNERS**  
Mikailah Clark / [mlclark@aillife.com](mailto:mlclark@aillife.com)  
Maggie Hill / [mmhill@aillife.com](mailto:mmhill@aillife.com)

**CONTRIBUTORS**  
Robyn Allen, Becky Brown  
Krystal Castro, Wendy Copeland  
Karen Curtis, Corina Enriquez, Lana Giebe  
Angel Henderson, Mary Lampert  
Chris Melton, Muñeca Moody-Yanez  
Pat Nevarez, Christina Pretzman  
Tonia Stonum, Andrew Wesolick  
Rhonda York

*Spotlight* is published monthly by American Income Life Insurance Company for the dissemination of information to its Producers. Prior permission must be obtained from American Income for reproduction or other use of material herein.

**HOME OFFICE**  
254-761-6400

**WEBSITES**  
[www.aillife.com](http://www.aillife.com)  
[www.nilife.com](http://www.nilife.com)  
[www.AILLaptopOnDemand.com](http://www.AILLaptopOnDemand.com)  
[www.NILICOLaptopOnDemand.com](http://www.NILICOLaptopOnDemand.com)  
[www.aillacademy.com](http://www.aillacademy.com)  
[www.mylifeatail.com](http://www.mylifeatail.com)  
[www.mylifeatnilico.com](http://www.mylifeatnilico.com)

**SOCIAL MEDIA**  
[www.twitter.com/AIL\\_NILICO](https://twitter.com/AIL_NILICO)  
[www.facebook.com/AIL.NILICO](https://facebook.com/AIL.NILICO)  
[www.youtube.com/AILifeTV](https://youtube.com/AILifeTV)

**RECRUITING SUPPORT**  
[www.aillife.com/recruiting](http://www.aillife.com/recruiting)



**Steve Greer**  
President  
AIL Agency Division

**THE CELEBRATION OF SUCCESS OVERSHADOWS THE CHALLENGES THAT WERE ENCOUNTERED ALONG THE WAY. — JEFFREY BENJAMIN**

**I F YOU DIDN'T MAKE IT TO THE CON-**vention in Cancun, you missed an amazing event. I've been to my share of AIL/NILICO Conventions, and I can honestly say that this was the most spectacular one I have ever experienced. The best way to sum it up is to say that everyone involved in the production — and it certainly was that — got every detail right.

The Moon Palace itself was pretty amazing and so huge. There's actually a fleet of golf carts and drivers to get you from place to place. Our events were all at one end of the resort, but I still easily got my 10,000 steps in every day ... sometimes before noon! My fitness tracker

had lots of good things to say about my ambition and commitment!

Once again this year, we had a large number of first-time qualifiers in attendance. It's always fun to watch their faces as they experience the first-class treatment that defines Convention. From the recreation of Mayan ruins, which included the AIL/NILICO logo carved in the "rock," to the working logosed lighthouse at the beach bash on the final night, each event was visually stunning for first-timers and Convention veterans alike.

Why do we pull out the stops at Convention time? Let me answer that question with another one: Have you ever worked in a situation where you felt as though your hard work and dedication weren't appreciated? I think we all have had that experience to one degree or another.

At AIL/NILICO, we want to make sure, in no uncertain terms, that our people know they are valued and their contributions are appreciated every day, but especially at Convention time when we're celebrating our top producers. We've worked hard to develop a competitive commission structure, generous bonus program as well as other opportunities in the form of incentive contests, etc. Convention is the icing on the cake for qualifiers and top producers.

As amazed as our first-time qualifiers are with their Convention experience, their minds are blown when they learn how top producers are honored at Convention. If you have not been an award winner or President's/Founder's Club member, you might not be aware that this elite group of folks gets the royal treatment: private receptions, luxurious upgraded rooms/suites and amenities. The experience of Convention can itself be the incentive to continue to be a high achiever just to do it again next year!

When Convention attendees return to their Agencies all sunburned and happy, they are walking advertisements to those who didn't make it this year. Winners are showing off their rings and crystal awards and the "swag" they acquired from the social media team. Their enthusiasm and pride carries over long after they return to work and are an inspiration to all to set their goals higher, revamp their plan, and make it happen.

If you didn't make it to this year's Convention, by all means, don't miss next year's! We'll be at the fabulous Gaylord Palms Resort in Orlando, Florida. There is every reason to believe that it will be the best yet!

See you in the Enchanted Kingdom? 🍷

# ANNIVERSARIES

## 36 YEARS OF SERVICE

Bert Feldman, AGT  
35 YEARS OF SERVICE  
George Farenthold, PR  
24 YEARS OF SERVICE  
Patrice Amador, MGA  
23 YEARS OF SERVICE  
Brian Traboulay, SGA  
22 YEARS OF SERVICE  
Cheryl Cook, PR  
21 YEARS OF SERVICE  
Patrick Parisi, AGT  
19 YEARS OF SERVICE  
Preeti Sahgal, AGT  
18 YEARS OF SERVICE  
Julie Aprahamian, AGT  
Mario Soljan, PR  
17 YEARS OF SERVICE  
Lorena Barriere, RGA  
Elizabeth Hodgson, AGT  
16 YEARS OF SERVICE  
Susan Bergh, AGT  
Christopher Hernandez, SGA  
Cas Robinson, PR

Jeremy Welch, SGA  
Matthew Wolfanger, AGT  
15 YEARS OF SERVICE  
Robert Boyer, AGT  
Chad Deley, SGA  
Daniel Potilechio, AGT  
14 YEARS OF SERVICE  
Samson Adelufosi, AGT  
Micah Cohen, SGA  
13 YEARS OF SERVICE  
Nicholas Engrav, MGA  
Rita Haidinger, RGA  
Michael Laramie, RGA  
Randy Tessier, RGA  
12 YEARS OF SERVICE  
David H Guzman, AGT  
Natalie Linker, MGA  
Ryan Tucker, RGA  
11 YEARS OF SERVICE  
Lori Vaughn, PR  
Mathew Mealea, RGA  
10 YEARS OF SERVICE  
Robert Granzow, AGT  
Lori Vaughn, PR  
Daniel Walton, GA

9 YEARS OF SERVICE  
Thomas Vena, RGA  
8 YEARS OF SERVICE  
Shannon Bennett, PR  
Amandeep Gill, AGT  
Pelenatete Lamsam, AGT  
Katie Massart, AGT  
Jesse Rennich, MGA  
Lisa Richardson, MGA  
7 YEARS OF SERVICE  
Charles Belt, AGT  
Jordan Chalom, RGA  
Michael Clemente, RGA  
Erna Gasanin, MGA  
Laaina Havea, GA  
Melne Hughes, AGT  
Patrick Rieger, RGA  
David Rockway, AGT  
Tami Williams, PR  
6 YEARS OF SERVICE  
Zachary Bradshaw, AGT  
Carlo Buhay, GA  
Christa Davis, PR

Dion Dizon, PR  
Debra Esquivel, AGT  
Daymon Green, AGT  
Jenna Grula, MGA  
Cristi Huffman, GA  
Stefan Johansson, GA  
Darrell Nelsen, GA  
Salman Satti, RGA  
5 YEARS OF SERVICE  
Jocelyn Bolito, GA  
Michael Coulthard, MGA  
Edward DeFurio, AGT  
Robin Delahoussaye, AGT  
Vicky Ducharme, AGT  
Kelvin Fernandez, MGA  
Ronald Fitzgerald, AGT  
Taurean Flournoy, GA  
Micah Focken, GA  
Genesis-Jane Hall, AGT  
Calvin Irving, MGA  
Avi Kauderer, RGA  
Denville Loney, GA  
Karen Salek-Cuzmar, GA  
Jacob Davis, SA  
Robert Park, MGA

Edwin Rodriguez, AGT  
Nancy Rojas, SA  
Duane Shaw, MGA  
4 YEARS OF SERVICE  
Alix Albright, MGA  
Elias Boles, MGA  
Angela DeVivo, AGT  
Mark Dombrowski, MGA  
Sarah Dulany-Gring, AGT  
Vyacheslav Honcharuk, AGT  
Daniel Li, GA  
Henry McCormick, AGT  
Kristina McLain, AGT  
Brandon Mogel, SA  
Ashley Ruhl, GA  
Patricia Smedal-Summers, AGT  
3 YEARS OF SERVICE  
Alisha Anderton, GA  
James Cassie, GA  
Diego Chavez Arcia, AGT  
Hamilton Cribbs, AGT  
Karen Salek-Cuzmar, GA  
Jacob Davis, SA  
Daniel Franke, MGA

Mandy Johnson, SA  
Stephanie Kell, GA  
Jordan Kness, MGA  
Matthew Kurey, GA  
Michael May, GA  
Vincent Meyer, RGA  
Kristina Moore, RGA  
Londen Nelson, SGA  
Joel Nunez, GA  
Matthew Obringer, AGT  
Elaine O'Neill, AGT  
Christabel Ornelas, AGT  
Colin Quigley, AGT  
Rosa Rodriguez, AGT  
Christopher Ross, SA  
Kimberle Spooner, MGA  
Richard Tabanji, SA  
Robert Weaver, SA  
Travis White, GA  
2 YEARS OF SERVICE  
Asad Ahmed, GA  
Alan Arellano, SA  
Dina Boghdady, SA  
George Bort, SA

Sharon Briscoe, AGT  
Marie Campbell, GA  
LaKatta Carey, AGT  
Crystal Cepeda, AGT  
Skylar Chauvin, SA  
James Clark Jr, AGT  
Craig Clever, AGT  
Edill Cobos, SA  
Ariel Demesa, GA  
Luc Do, MGA  
Gerald Dodson, AGT  
Luz Echeverria, AGT  
Maxon Elozier, SA  
Brenda Goff, GA  
Richard Halliday, SA  
Austin Hamilton, SA  
Meghan Harris, AGT  
Ryan Hume, SA  
Chirotam Ilokwu, GA  
James Jones, MGA  
Leon Keith, AGT  
Susan Landry-Lotman, AGT  
Joshua Lowman, SA  
Shai Mate, MGA

Arthur McIntyre, GA  
Pam Monetti, PR  
Marcus Piccirilli, SA  
Ian Pickett, AGT  
Alejandro Pineda, GA  
Jeramey Pitman, MGA  
Martin Robinson, GA  
Theodore Ryan, GA  
Darren Sabolick, AGT  
Howell Smith, GA  
Jessica A Smith, AGT  
Mandale Tolefree, GA  
Tomas Tomasi, AGT  
William Tompkins, GA  
Jordan Warner, GA  
Daphne Williams, SA  
1 YEAR OF SERVICE  
David G Allen, AGT  
Jennifer Barnes, SA  
Maria Bautista, AGT  
Janelle Beckford, GA  
Justin Benedict, AGT  
Bradley Bidner, SA  
Shakera Blackmon, SA

Narcis Buncianu, SA  
Zachary Button, SA  
Michelle Caouette, GA  
Naomi Caraballo, MGA  
Freddy Castaneda, AGT  
Carl Chargois, AGT  
Monica Chicas Palacios, SA  
Carlos Class, AGT  
Seth Collins, SA  
Zindora Crawford, SA  
Karen Crowe, AGT  
Chelsea G Davis, AGT  
Michael Desharnais, SA  
Charisma Dezonie, GA  
Sebastiano Dolce, AGT  
Donald Dulaney, GA  
Phelisha Eans, AGT  
Ariel Earley, AGT  
Donald Ely, AGT  
Meghan Engelhardt, AGT  
Bethany Evans, SA  
Terry Forrester, AGT  
Farnaz Fotovat Ahmadi, AGT  
Joshua Francoeur, SA

Azael Garcia, AGT  
Joseph Gniadek, SA  
Eddie Gonzales, SA  
Victor Goodman, SA  
Douglas Holcomb, AGT  
Leo Hyde, AGT  
James W Jackson, AGT  
Sheelagh Jones, AGT  
Timothy A Jones, AGT  
Charmaine Junio, SA  
Rasmey Khim, AGT  
Nicole Khochaba, AGT  
Kellen Knapton, SA  
Saint Labbe, AGT  
Stacey Lightfoot, AGT  
Kimberly Livingston, AGT  
Raymond Lopez, AGT  
Kevin Lowery, SA  
Noellia Makridakis, SA  
Kassandra Martin, SA  
Joseph Massucci, SA  
Roma Matatov, SA  
Matthew F Miller, AGT  
Alejandro Moreno, AGT

Keri Morris, GA  
Stacey Moss, AGT  
Brandon Neal, SA  
Jacqueline Nutt, AGT  
Alden Okamura, SA  
David Onodera, SA  
William Parks, SA  
Jarumy Parra, AGT  
Chelsea Peacock, SA  
Tyler Pelkie, SA  
Daniel Petek, SA  
Ngan Pham, SA  
Alexander Poff, SA  
Deborah Precil, SA  
Geoffrey Quigley, SA  
Juan Ramos, SA  
Joshua Reyes, GA  
Kristin Roberts, AGT  
Erica Robertson, GA  
Joshua Ross, AGT  
Shanna Russell, SA  
Jeanne Schulte, SA  
Sean Simms, SA  
Michelle Stokes, AGT

Donald Stone, SA  
Ruben Szabo, AGT  
Melissa Thomas, SA  
Charlianna Timpe, SA  
Palмира Urbina, SA  
Alexa Vega, SA  
Benjamin Wechsler, SA  
Andrew Wilcox, AGT  
Helen Wilton, AGT  
Brian Woods, SA  
Teya Wright, AGT

# PROMOTIONS

STATE GENERAL AGENT  
Gregory Graham  
Robert Smith  
REGIONAL GENERAL AGENT  
Zavier Borchelt  
Christopher Botelho  
Richard Dyer  
Alexandra Graham  
Patrick Guthrie  
Andre Hawthorne  
Matt McBride  
Vincent Meyer  
Travis Stucki  
Hemerson Gonzalez  
MASTER GENERAL AGENT  
Michelle Martinez Aviles  
Aaron Cain  
Caroline Chambers  
John Danly  
Dwight Dube  
Mark Dushaj  
Christopher Gray  
Fred Greenawalt

Thomas Huynh  
Henry Ingraham  
Jordan Lacy  
Patricia Lee  
Kimberly Maya  
Michael McGoon  
Matthew Neish  
Michael Patty  
Daniel Perkins  
Amanda Peterson  
Jennifer Reed  
Darrik Robbins  
Wesley Shure  
Richard Sidoti  
Evan Thomas  
Derek Thompson  
Ottis Toney  
Timothy Watson  
John Danly  
Andrew Chambers  
Devon Chapman  
Benjamin Charles  
Alisha Cravey

Heather Gunter  
Damaris Henderson  
Matthew Kurey  
Ryan McCann  
Zachery Nelson  
Joseph Tchume  
Ronald Rivera  
Julie Sembrano  
John N Williams  
Kerry Zorns  
55% SUPERVISING AGENT  
Daniel Anderson  
Frank Aviah  
April Barker  
Sydney Bouchard  
Bryanna Campos  
Zindora Crawford  
Mark Crittenden  
Ervin Cruz  
Neil Dallas  
David Druetzler  
Cedrick Edwards  
Laron Epps  
Jose Espinoza

George Lahamedjian  
Karen Lamey  
Justin Lowe  
Brandon Schweitzer  
Mohammad Wael Taher  
Joseph Tchume  
Tishawna Thomas  
James Tolley  
Lee van Delft  
55% SUPERVISING AGENT  
Daniel Anderson  
Frank Aviah  
April Barker  
Sydney Bouchard  
Bryanna Campos  
Zindora Crawford  
Mark Crittenden  
Ervin Cruz  
Neil Dallas  
David Druetzler  
Cedrick Edwards  
Laron Epps  
Jose Espinoza

Shadya Farraj  
Abel Gamo  
Pratibha Garud  
John Gibbs  
Kevin Hastings  
Faydra Jones  
Devon Justice  
Jonathan Kirchner  
Alexandra Longo  
Kevin Lowery  
Connor Melendez  
Ashley W Miller  
Winterlee Misilagi  
Corey Nelson  
Nicole Palmer  
William Pitts  
Brandon Robinson  
Angela Rodriguez  
Jeffery Roland  
Sarah Sams  
Grant Smith  
Rosemary Soto  
Jennifer Ward

Ryan Witham  
52.5% SUPERVISING AGENT  
Andrew S Aaron  
Cristian Alaimo  
Gustavo Avila  
Alexander Bayley  
Bethelhem Beyene  
Keighla Brumfield  
Antonio Buckley  
Carl Cadet  
Dale Canterbury  
Detrionne Davis  
Justin Dickerson  
Mark Diskin  
Daniel Dobyns  
Janelle Dutra  
Kaylie England  
Michael Falcon  
John Fernandez  
Antonio Flores  
Jason Frye  
Samantha Garcia  
Joshua Gaskin

Zackary Geisler  
Nicholas Glennon  
Kanella Glimenakis  
Michael Glynn  
Thomas Gould  
Joseph Grider  
Joshua Grover  
Cameron Harp  
Ana Havea  
Kenneth Hopkins  
Nicole Ientle  
Kristina Joachim  
Shelby Justice  
Dillon Kempen  
Brielle Killian  
Ronald Knoedler  
Bothe Kochenower  
Michael Koehl  
John Kostek  
Courtney Lavitch  
Daniel Lopez Velasquez  
Marlon Louie  
Tineisha Lozanne

Aaron Macaulay  
Tanner Macioce  
Chelsea Majewski  
Xavier Manuel Vargas  
Eva Marsalkova  
Vivienne Matalon  
Agnieszka Matyszczyk  
Bill Myatt  
Marina Neiman-Fishman  
Deborah Noga  
Jason Pavunkovic  
Maria Paz Andrade  
Ryan Petro  
Alma Pourroy  
Myles Pryor  
Amanda Ray  
Justin Rogers  
Marianne Rohbock  
Nancy Rojas  
Christopher Rook  
Alvin Rucks  
Douglas Scott  
Darryl Smith

Tatiana Soltan  
Katelijne Stevens Dacosta  
Diane Stevenson  
Miguel St Pierre-Roy  
Katherine Sweeney  
Holly Thompson  
Tyler Townsley  
Justin Tudhope  
Ricardo Unzueta  
Kaytlyn Waters  
Ashley Watkins  
Joseph Wilson  
Braden Wiscombe  
Nathan Yineman  
Madison Young  
Iwona Zawicki

NEW  
SGA



**London Nelson**  
South Carolina  
June 3

London joined AIL and the Kyle Johnson SGA Office three short years ago. She holds a Master's Degree in social work and was working as a claim research specialist for a large medical insurer when RMS pulled her resume. She was promoted quickly and says she loves, lives, eats and breathes AIL. "It's like a marriage," she says. "You can't cheat. If you aren't on the up-and-up, you're going down." Her greatest asset is that she leads from the front and doesn't make excuses. London and husband Zachary are parents to 9-year old daughter Zyiah and live in Lexington, SC.



# REACH BACK & LIFT UP



**Susan Fuldauer**  
Vice President of  
Public Relations Field Operations

**A**NOTHER FANTASTIC CONVENTION has come and gone. The palm trees, sunny skies, the pretty ocean view, are all memories captured and logged on my cell phone. The celebration was awesome and the winners were so deserving of all the accolades given them. The award night speeches were from the winners' hearts and full of gratitude for the help along the way, making their achievement possible. It was good to be present for the hard-earned awards.

Our top achievers, whether on Team PR or from the Agency field force, seem always to be ready to acknowledge the help received from others. I find that a remarkable sentiment; there is always someone else deserving of their gratitude for making their achievement pos-

sible. And likewise, our winners seem always ready to share their "secrets" as they rise to the top. They rise but also turn back and give a hand, lifting someone else up. That's our culture. We rise and we lift up.

We can see that time and again as those who lead share their stories of success from the field. We see our core values of helping others and making our world better through our Closer to the Heart projects. We give to help others.

We see our hands reach out to help through our monthly Baskets of Hope filled



with food from our agencies and delivered by our PR team members. It is working together that makes us strong.

Winning attitudes are evident throughout our company. From our Home Office staff and their annual Food for Families collections, to the local charities our agencies fund to the stand we take in the streets, in the state houses, in parliament and in print, we win when we can reach out and give back to help others rise up.

For those of you who did not qualify for Convention this year, make a pledge to yourself to make the next six month's activity count, so that you can be a part of the celebration next year in Orlando. Find the winners from this year's convention and ask them how they did it. I can guarantee they will be more than willing to give you a hand and lift you up. That's just who those winners are; grateful for the help they've been given and ready to pass that help on to others. No doubt, when you make it up on stage at convention, you, too, will express your gratitude for the help you received and you will reach back and lift someone else up. Hope to see you on stage in Orlando! 🙌



# NEW ASSOCIATES

PER MANAGER



## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Raymond Baham	10	Jeremy Welch	Mathieu Cook	2	Altig-Orlovic	Dashan Brown	2	Giglione-Ackerman	Paul Ormes	2	Travis Moody
Beaumont Shultz	5	Chris Hernandez	Anjeannette Fowlers	2	Altig-Orlovic	Daniel Chousa	2	Giglione-Ackerman	Karina Vernon	2	Corey Neff
Marcus Piccirilli	4	Giglione-Ackerman	Colin Hill	2	Altig-Orlovic	David Duddy	2	Giglione-Ackerman	Julio Rodriguez	2	Bob Olson
Susan Cousineau	4	Zachary Hart	Daniel LaFontaine	2	Altig-Orlovic	Aljban Jashari	2	Giglione-Ackerman	Kimberly Free	2	Chad Potts
Jose Viramontes	4	Michael Vasu	Mitchell Page	2	Altig-Orlovic	Philip Spicer	2	Giglione-Ackerman	Matthew Dawson	2	Surace-Smith
Corey Redding	3	Altig-Orlovic	Kaela Teilhaber	2	Altig-Orlovic	Francesca Veltri	2	Giglione-Ackerman	James Snipes	2	Surace-Smith
Patrick Rowe	3	Altig-Orlovic	Bryan Chechak	2	Simon Arias	Noel Bonomi	2	Mathew Hart	Leon Butler	2	Daniel Umbertone
Joshua Lowman	3	Simon Arias	Vivienne Matalon	2	Ryan Bisanz	Lynn Jenkins	2	Zachary Hart	Brooke Bogs	2	Michael Vasu
Jakita Pamley	3	Slav Bitman	Anthony Greco	2	Slav Bitman	Leonard Ligotti	2	Zachary Hart	Roy Kay	2	Michael Vasu
Timothy Joseph Brown	3	Richard Correa	Curt Lindgren	2	Slav Bitman	Matthew Tallman	2	Zachary Hart	Katelyn Slaughter	2	Michael Vasu
Deborah Paredes	3	Mathew Hart	Anthony Tuttle	2	Cochran-Kramme	Jose A Torres	2	Matt Henderson	Katelin Young	2	Jamison Weatherspoon
Skay Nusenu	3	Sabrina Lloyd	Jorge Leon	2	Cohen-Cohen	Brandon Mogel	2	Chris Hernandez	Angelique Piquion	2	Tom Williams
Rubynia Hall	3	Brandon MacDonald	David Ramirez-Benitez	2	Richard Correa	Gustavo Avila	2	Sabrina Lloyd	Jennifer Ward	2	John Young
Joseph Sarasin	3	Surace-Smith	Leonel Lazzano	2	Desi Dimitrova	Jerome Baker	2	Sabrina Lloyd			
Francisco Vasquez	3	Michael Vasu	Jared Hernandez	2	Ryan Giddens	Dulce Paz	2	Sabrina Lloyd			

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Megan Johnson	16	Michael Vasu	Adem Abdula	3	Giglione-Ackerman	Joshua Yurinko	2	Simon Arias	Daniel G Johnson	2	Zachary Hart
Shiwa Echghighamsari	12	Altig-Orlovic	Joel Jesurun	3	Giglione-Ackerman	Kay Pomroy	2	Souley Bah	Eric Watson	2	Zachary Hart
Jackie Alston	10	Jeremy Welch	John McDougald	3	Giglione-Ackerman	Troy Williams	2	Souley Bah	Jeremy Engrav	2	Chris Hernandez
Elvis Durakovic	8	Giglione-Ackerman	Ryan Orloski	3	Giglione-Ackerman	Sharon Barnes	2	Slav Bitman	Keona France	2	Kyle Johnson
Tony Geer	8	Surace-Smith	Rochelle Lugo	3	Mathew Hart	Dwayne Gomez	2	Jose Carvajal	Jon Houser	2	Brandon MacDonald
Azar Afnan	7	Zachary Hart	Joshua Garrison	3	Zachary Hart	Kaylea Adkins	2	Cochran-Kramme	Kasey White	2	Travis Moody
Garrett Shelton	6	Richard Correa	Deonte Jones	3	Zachary Hart	Ericka Martinez	2	Cohen-Cohen	Steven Barton	2	Corey Neff
Steven Baum	6	Sabrina Lloyd	Roger Rau	3	Zachary Hart	Jesus Parra	2	Cohen-Cohen	Christina McGregor	2	Corey Neff
Nedal Kawash	6	Sabrina Lloyd	Samuel Robertson	3	Chris Hernandez	Alma Lozano	2	Richard Correa	Allan Gilbert	2	Bob Olson
Eric Snyder	5	Simon Arias	Patrycja Grudzinska	3	Sabrina Lloyd	Wanda Williams	2	Nigel Crowe	Shalom Chaimov	2	Theodore Pappas
Victoria Perea	5	Don Foti	Shiv Patel	3	Sabrina Lloyd	Travis White	2	Joseph Diecedue	Justin Diaz	2	Theodore Pappas
Carlin Kaufman	5	Chris Hernandez	Mary Gates	3	Brandon MacDonald	Michael Russo	2	Laura Fisher	Katrina Ricks	2	Theodore Pappas
Chantel Floyd	4	Slav Bitman	Michael Dean	3	Travis Moody	Laaina Havea	2	Steve Friedlander	Ikram Alshobaki	2	Byron Paz
Joshua Goodman	4	Richard Correa	Robert Townsend	3	Corey Neff	Mele Makai	2	Steve Friedlander	David Chen	2	Antonio Reyes
Amanda Watson	4	Richard Correa	Richard Pazak	3	Bob Olson	Anne Melville	2	Steve Friedlander	DeShannon Boyd	2	Raymond Risucci
Abraham Weissman	4	Richard Correa	Joseph Kanaan	3	Imran Satti	Erika Torres	2	Cindy Furer	Steve James	2	Tiffany Roland
Ruben Santillana	4	Steve Friedlander	Nacole Newbold	3	Imran Satti	Jordan Warner	2	Cindy Furer	Lindsey Dettwiller	2	Surace-Smith
Dylan Johnson	4	Zachary Hart	Adam Kidikas	3	Michael Vasu	Casey Finley	2	Ryan Giddens	Derek Foore	2	Surace-Smith
Eric Butt	4	Chris Hernandez	Thomas Longino	3	Michael Vasu	David Fiscu	2	Ryan Giddens	Bryan Juskiw	2	Surace-Smith
Waleah Salah	4	Sabrina Lloyd	Mallory Eggleton	3	Jeremy Welch	Jonathan Black	2	Giglione-Ackerman	Andrew Siebert	2	Surace-Smith
Marie Campbell	4	Bob Olson	David Lawrence	3	Jeremy Welch	Michael DeGiovanni	2	Giglione-Ackerman	Paul Helling	2	Moswen Taylor
Tarek Elabasy	4	Theodore Pappas	James Cassie	3	Tom Williams	Andres Liranzo	2	Giglione-Ackerman	Marques Holmes	2	Moswen Taylor
Walter Icaza	4	Beto Quintero	Andrew Hynan	2	Altig-Orlovic	Danielle Morales	2	Giglione-Ackerman	Tyler Ray	2	Daniel Umbertone
Brent Bowling	4	Surace-Smith	Kamalie Viena	2	Altig-Orlovic	Sean Thormann	2	Giglione-Ackerman	Jereka Taylor	2	Daniel Umbertone
Eric Thompson	4	Surace-Smith	Pablo Zetina	2	Altig-Orlovic	Adam Wolcott	2	Giglione-Ackerman	Daisy Pyeatt	2	Michael Vasu
Evelyn Howell	4	Jamison Weatherspoon	Brandon Foster	2	Simon Arias	Ryan Landmark	2	Mathew Hart	Alifonzo Garcia	2	Dustin Venekamp
Iva Plummer	3	Altig-Orlovic	Adam Hanna	2	Simon Arias	Heulett Suggs	2	Mathew Hart	Mathew Simonson	2	Dustin Venekamp
Ranjana Chopra	3	Josh Chalom	Ariana Jones	2	Simon Arias	Robert Biser	2	Zachary Hart	Chris Lussier	2	Tom Williams
Sarah Acker	3	Cochran-Kramme	Elliot Rush	2	Simon Arias	Adam Chesney	2	Zachary Hart	Jackson Hamilton	2	John Young
Taylor Foster	3	Richard Correa	James Tolley	2	Simon Arias	Micah Focken	2	Zachary Hart			

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Erez Shabtay	16	Michael Vasu	Melinda-Rae Lyse	4	Altig-Orlovic	Jonathan Kinnard	3	Altig-Orlovic	Ottis Toney	3	Brandon MacDonald
Alberto Alcala	15	Ryan Bisanz	Lalitha Janardhanan	4	Slav Bitman	Mia Mitchell	3	Altig-Orlovic	Evan Donoghue	3	Corey Neff
Marian Sertler	13	Sabrina Lloyd	Patrick Knouse	4	Slav Bitman	Joshua Olin	3	Altig-Orlovic	Raul Jacobs	3	Bob Olson
Aaron Ralston	13	Jeremy Welch	Nathan Hunt	4	Richard Correa	Troy Plummer	3	Altig-Orlovic	David Wang	3	Bob Olson
John Collins	12	Altig-Orlovic	Andrew McQuade	4	Richard Correa	Ryan Stenglein	3	Altig-Orlovic	Shahab Mahdavejad	3	Theodore Pappas
Darrell Asbell	10	Altig-Orlovic	Steve Svendson	4	Richard Correa	Alix Albright	3	Simon Arias	Nasr Quadri	3	Theodore Pappas
Morgan Lobello	8	Giglione-Ackerman	Joshua Rush	4	Chad Deley	Jason Bratin	3	Simon Arias	Syed Quadri	3	Theodore Pappas
Ryan Wilson	8	Philip Prata	Anita Ferris	4	Steve Friedlander	Charles Ferrari	3	Simon Arias	Robert Kanaan	3	Imran Satti
Joshua Dishong	8	Surace-Smith	Stephen Hill	4	Steve Friedlander	Tyler Worstell	3	Simon Arias	Scott Wheeler	3	Imran Satti
Steve Hartman	8	Dustin Venekamp	Craig Strompf	4	Cindy Furer	Jordan Chalom	3	Josh Chalom	Matthew Conrad	3	Surace-Smith
Matthew Turnquist	7	Richard Correa	Steve Bryant	4	Ryan Giddens	Herman Fennell	3	Samantha Chui	Ernest Powell	3	Michael Vasu
Rodney Ward	7	Zachary Hart	Dominic Telymonde	4	Giglione-Ackerman	Dana Black	3	Cochran-Kramme	Joshua West	3	Michael Vasu
Matthew Diulus	6	Simon Arias	Tom Weller	4	Zachary Hart	Troy Elliott	3	Cochran-Kramme	David Carpenter	3	Dustin Venekamp
Joshua Krueger	6	Richard Correa	Kerlens LaRose	4	Matt Henderson	Stephen Jeung	3	Cohen-Cohen	Michael Musso	3	Tom Williams
Corey Helly	6	Giglione-Ackerman	Alta Herpel	4	Chris Hernandez	Sean Velasquez	3	Cohen-Cohen			
Johnny Ly	6	Giglione-Ackerman	Tucker Gregor	4	Travis Moody	Gevorg Yanukyan	3	Desi Dimitrova			
Zach Otto	6	Sabrina Lloyd	Andre Bent	4	Bob Olson	Ofa Tupouniua	3	Steve Friedlander			
Marc Salvaggi	6	Surace-Smith	Saul Lopez	4	Bob Olson	Mark Dombrowski	3	Giglione-Ackerman			
Harold Durana	5	Don Foti	Hemerson Gonzalez	4	Beto Quintero	Michael Gerstein	3	Giglione-Ackerman			
Steven King	5	Zachary Hart	Josh Bloomquist	4	Tiffany Roland	Evan Holzhauer	3	Giglione-Ackerman			
Rita Haidinger	5	Chris Hernandez	Eugene Garcia	4	Dustin Venekamp	Shawn Lewicki	3	Mathew Hart			
Reynolds Akuaomoa	5	Theodore Pappas	Jessica Wilhite	4	Jamison Weatherspoon	Joshua Crisp	3	Zachary Hart			
Geddes Robinson	5	Raymond Risucci	Charley Forshee	4	Jeremy Welch	DeAnthony Hartman	3	Zachary Hart			
Daniel Hartwig	5	Surace-Smith	Yemi Akinade	4	Tom Williams	Michael Stuver	3	Zachary Hart			
Matthew Parks	5	Surace-Smith	Alan Fricke	4	John Young	Nicholas Engrav	3	Chris Hernandez			
Jamil Harris	5	Daniel Umbertone	Jonathan Emura	3	Altig-Orlovic	John Sparby	3	Chris Hernandez			
Michael Williams Jr	5	Daniel Umbertone	Hunter Houvener	3	Altig-Orlovic	Juan Olvera	3	Stephen Jubrey			
Noel Rose	5	Tom Williams	Dan Ikei	3	Altig-Orlovic	Christina Meyer	3	Sabrina Lloyd			

## RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Ryan Fickert	26	Zachary Hart	Robert Janev	22	Sabrina Lloyd	Corey Helly	20	Giglione-Ackerman	Michael Laramie	20	Michael Vasu

**NEW ASSOCIATE**– \$1,000 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA**– at least two new associates during the month  
**MGA**– at least three new associates during the month  
**RGA**– top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

# LEGACY

## RECRUITING PROGRAM

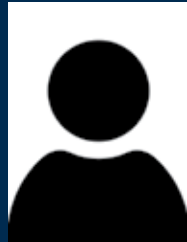


### TOP PAYOUTS<sup>☆</sup> MAY CONTINUED

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Tevita Tupouniua	\$ 793	Luay Ghawi	\$ 715	Jessie Grace	\$ 657	Dale Canterbury	\$ 595
Isaac Carpenter	785	Skay Nusenu	711	Steve Hartman	654	Julianne Scavo	593
Javier Diaz	781	Cory Cannataro	710	Jesus Tolentino	648	Honore Ndoli	588
Brandon Morton	779	Shea Martin	710	Lynette Latinsky	648	Cody Hourigan	584
Jacob Rochefort	774	Daniel Anderson	710	Catherine Burch	647	Matthew Russell	582
Daniela Cardoni	772	Ronald McCormick	709	Joy Vann-Austin	645	Jessica Wilhite	582
Chelsea G Davis	772	Andrea Glover	707	Arynne McCarthy	644	Ruben Santillana	579
Vanessa Cohen	769	LaToya Walker	704	Jameetri Washington	643	William Soulier	576
Rebecca Underwood	764	Daniel Dautov	696	Candice Sawyer	642	Chelsea Majewski	575
Corey Redding	760	Michael Patty	696	Jose Mendez	639	Patrick Bendure	575
Vanina Bonanno	754	Amelia Goldman	694	Fakaola Niukapu	636	Geoffrey Quigley	573
Kierra Goodwin	753	Darrin Roberts	692	Jessica McCullum	628	Amber Fitzmartin	572
Tampala Green	750	Brandon Summerton	686	Alden Okamura	626	Sara Tiemeyer	569
Ross Ewen	746	Dominique Richardson	684	Stephanie Kell	621	Arien Seemann	567
Stephen Pinkston	745	Andrew Chambers	682	Sacramento Juarez	612	Gloria Mendoza	563
Tyson Kiertucki	741	Amanda Torres	680	Curt Snow	608	Daniel Foore	560
John Conard	736	Tami Chaimov	675	Karen Lamey	607	John Perry	559
Steven Warner	736	Carlos Arballo	673	Roberto Flores Aros	604	Anacleto Arevalo	556
Matthew Parks	734	Sheila Heckman	673	Jeffrey Hudson	603	Marie Laine	554
Kaela Teilhaber	730	Kemberly Sousa	673	Dillon Kempen	603	Britton Costa	553
Jimmy Marzouka	730	Amarildo Hajro	663	Kerlens LaRose	601	Justin Lowe	549
Colin Ghee	720	Patrick Rowe	663	Christopher Botelho	600	Paulina Kara	541
Juliana Zamora	715	Xylina Ibanez	659	Kylie Payne	599	Kody Koser	537
						Joshua Yurinko	\$ 537
						Joel Lissade	535
						Jonathan Daal	534
						Roger Fung	529
						David Basnett	528
						Lisa Nguyen	525
						Michael Singleton	525
						Alexis Hofferber	524
						Marquel Burns	522
						Omar Billy	521
						George Bort	519
						Yadollah Pourjalali	517
						Vincent Gravel-Michaud	516
						Sara Beedie	515
						Ivonne Perez	514
						Candi Carlisle	514
						Heather Berg	510
						Jacqueline Nutt	508
						Jeffrey Swift	504
						John Nieves	502
						Johnathon Velez	501
						Virginia Cacho	500
						Taylor Foster	500

### TOP PAYOUTS<sup>☆</sup> MAY

TOTAL PAYOUT: \$493,431 TOTAL QUALIFIERS: 861



**Michael Koehl**  
\$4,442  
Dustin Venekamp



**Michelle Martinez Aviles**  
\$4,088  
Beto Quintero



**Keighla Brumfield**  
\$3,462  
Altig-Orlovic



**Jane Choina**  
\$3,301  
Surace-Smith



**Monique Tolbert**  
\$3,259  
Joseph Diecedue

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Michael Koehl	\$ 4,442	Antonio Buckley	\$ 1,567	Trevor Tollefson	\$ 1,202	Nicole S Fischer	\$ 1,101	Samuel Hernandez	\$ 1,000
Michelle Martinez Aviles	4,088	Amy Taylor	1,560	Quadirah Taylor	1,199	Celine Balay	1,100	Kenneisha Justice	1,000
Keighla Brumfield	3,462	Matthew McElroy	1,560	Ivan Abrams	1,196	Mary Franklin	1,096	Emil Kirubaharan	1,000
Jane Choina	3,301	Elvis Durakovic	1,508	Joseph Corwin	1,193	Brittany Inman	1,095	Julien Lumives	1,000
Monique Tolbert	3,259	Hayden Hill	1,499	Angel Martinez	1,184	Michael Mandella	1,094	Tyler Lunham	1,000
Ashley Gallegos	3,246	Ottis Toney	1,479	Zachary Felix	1,178	Johnny Ramos	1,082	Larysa Malovana	1,000
Sandra Williams	2,922	Marc Salvaggi	1,471	Catlyn Sailor	1,164	Eric Thompson	1,079	Sandra Naut	1,000
Xavier Manuel Vargas	2,919	Timothy Johnson	1,428	Asia Rose	1,161	Daniel Lopez Velasquez	1,075	Joseph Rumbolo	1,000
Aaron Chen	2,844	Asante Jackson	1,423	David Staffieri	1,159	Israel Santiago	1,068	Jose Segoviano	1,000
Nicholas Wells	2,572	Patrick Rieger	1,423	Patricia Contreras	1,158	Janelle Dutra	1,065	Brandi Wallace	1,000
Aracelis Mota	2,533	Sophony Jorvelus	1,405	Christopher Stevens	1,155	Robert Sherwood	1,059	Vadim Zhirovetskiy	1,000
Jasmine Gomez	2,528	Scott Bollwage	1,399	David Tsutsumi	1,154	Paul M Smith	1,057	Dominick Williams	997
Ransey Vazquez	2,497	Samy Jacques	1,390	Zachary Button	1,154	Luis Marquez	1,051	Jasmin Gallaga	990
Alexander Camacho	2,455	Jaylind Williams	1,377	Edmaggie Myrthil	1,151	Amanda Baldauf	1,051	Kendall Wilson	988
Ian Scott	2,446	George Maple	1,372	Karla Menjivar	1,151	Chase Babin	1,045	Evelyn Juarez	981
Gustavo Avila	2,426	Maria Paz Andrade	1,365	Roxanne Lajara	1,150	Stephanie Lovins	1,044	Brian Schreiber	980
Sean Sparkman	2,403	Ileana Tatafu	1,353	Ali Alvi	1,147	Danielle Confiliano	1,041	Miles Crudup	973
Ryan Kendl	2,324	Randall Fujinaka	1,342	Chase Babin	1,147	Ariel Demesa	1,036	Patrycja Grudzinska	967
Leon Butler	2,318	Stephanie Hernandez	1,336	Alexandros Morisis	1,144	Angela Rodriguez	1,033	Brock Lampepe	942
Philip Eggleton	2,224	Tyler A Johnson	1,317	Gregorio Albao	1,143	Collin Dolan	1,032	Ryan Parker	931
Anthony Longo	2,106	Antoinette Williams	1,311	Randy Daniels	1,142	Esteban Medina	1,032	Cory Schroeder	928
Joshua Dishong	2,063	Adegbola Thompson	1,308	Henderson Hoyte	1,140	Layne Estle	1,025	Nicole Palmer	918
Winslow Choina	2,044	Adam Chesney	1,297	Luis Suarez	1,140	Andrew Olsen	1,025	Nikola Subotic	916
Bretta-Jean Cahela	2,000	Ryan Slater	1,288	Mark Ekladius	1,138	Sara Skitka	1,022	Jorge Leon	910
Rubynia Hall	2,000	Shanaya Anderson	1,287	Henry Bowman	1,135	Cole Hatfield	1,019	Megan Johnson	905
Bethany Jordan	2,000	Miles Washington	1,284	Noah Bort	1,134	Joshua Paul	1,017	Iris Saavedra	874
David Carpenter	1,998	Brianna Hogan	1,269	Ronald Santana	1,133	Samantha Casey	1,011	Jacob Carlson	873
Cameron Harp	1,971	Jason Dicus	1,268	Dylan Murphy	1,133	Marian Sertler	1,011	Christina Ingram	869
Walter Icaza	1,962	Igor Rasevic	1,260	Rachel Rand	1,130	Ryan Vance	1,003	Brandon Crosby	856
Bethany White	1,939	Winston Hills	1,250	Abel Gamo	1,130	Corey Niro	1,001	Andy Sertler	853
Myaa Fallon	1,926	Harold Durana	1,246	John Gentner	1,128	Alexander Atanassov	1,000	Sean Dick	851
Justin Rogers	1,907	Samisoni Koloa	1,245	Leo Segall	1,127	Frank Aviah	1,000	Shawntae Collins	850
Alma Lozano	1,858	Ioannis Paterakis	1,242	Jeanne Rawdin	1,126	Kathryn	1,000	Shane Cabral	846
Alicia Visbal	1,808	Andrew Tramonte	1,242	Brandi Bright	1,125	Benedict-Mandable	1,000	Matthew Castelli	842
Daryl Graham	1,798	Matthew Conrad	1,237	Gabrielle Mellott	1,125	Nicholas Scordos	841	Nicholas Scordos	841
Aaron Piotrowski	1,767	Kaloni Tohi	1,232	Rick Miller	1,124	Dustin Brumagin	1,000	Bryanna Campos	836
Francisco Vasquez	1,759	Vaimaalaala Taufa	1,231	Phillip Haynes	1,118	Hailey Carr	1,000	Gabriel Rocha	826
Peterlee Georges	1,659	Jolinda Folau	1,227	Earnest Powers	1,114	Ervin Cruz	1,000	Trevor Bailey	824
Stephanie Villagran	1,649	Bianka Dona	1,223	Emily Reyes	1,112	Mohammad Daineh	1,000	Moises Duran	810
Emily Seymour	1,640	Joel Jesurun	1,215	Pierre Hunter	1,111	Casey Earl	1,000	Douglas Patterson	810
Juan Montana	1,627	Scott Wheeler	1,213	Tony Geer	1,108	Tereanio Edgar	1,000	Kolby Dalcour	808
Jesse Benwell	1,619	Andrae McGary	1,209	Latora Arceneaux	1,108	Shadya Farraj	1,000	Domonique Rodgers	804
Joshua Bacchus	1,616	Anjeannette Fowlers	1,205	Louis Thacker	1,106	Kinga Filipiak	1,000	Victoria Harper	802
Chad Toney	1,595	Walter Britt	1,203	Yovanie Biggerstaff	1,102	Katelyn Graham	1,000	Devan Grissom	798
						Gillian Griffith	1,000		

### TOP RECRUITING AGENTS<sup>☆</sup> MAY

TOTAL LEGACY RECRUITERS: 362 TOTAL LEGACY RECRUITS: 436



**Myaa Fallon**  
5 Recruits  
Sabrina Lloyd



**Matthew Conrad**  
4 Recruits  
Surace-Smith



**Ransey Vazquez**  
4 Recruits  
Bob Olson



**Nicholas Wells**  
4 Recruits  
Cindy Furer



**Aaron Chen**  
3 Recruits  
Altig-Orlovic

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Myaa Fallon	5	Gregorio Albao	2	Tami Chaimov	2	Jasmine Gomez	2	Steven Rios	2
Matthew Conrad	4	Daniel Anderson	2	Adam Chesney	2	Devan Grissom	2	Gabriel Rocha	2
Ransey Vazquez	4	Gustavo Avila	2	Jane Choina	2	Christina Ingram	2	Nicholas Scordos	2
Nicholas Wells	4	Jesse Benwell	2	Jonathan Daal	2	Sophony Jorvelus	2	Paul M Smith	2
Aaron Chen	3	Walter Britt	2	Ariel Demesa	2	Michael Mandella	2	Sean Sparkman	2
Shawntae Collins	3	Barney Browner	2	Collin Dolan	2	Xavier Manuel Vargas	2	Monique Tolbert	2
Harold Durana	3	Keighla Brumfield	2	Philip Eggleton	2	Angel Martinez	2	Trevor Tollefson	2
Michael Koehl	3	Leon Butler	2	Mamdema Faal	2	Michelle Martinez Aviles	2	Bethany White	2
Alma Lozano	3	Virginia Cacho	2	Roberto Flores Aros	2	Christina McGregor	2	Fida Yasin	2
Ian Scott	3	Bretta-Jean Cahela	2	Daniel Foore	2	Maria Paz Andrade	2		
Ottis Toney	3	Alexander Camacho	2	Taylor Foster	2	Aaron Piotrowski	2		
Scott Wheeler	3	Christopher Carter	2	Ashley Gallegos	2	Johnny Ramos	2		

### TOP RECRUITING AGENTS<sup>☆</sup> YTD

TOTAL LEGACY RECRUITERS: 1,169 TOTAL LEGACY RECRUITS: 1,748

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
David Carpenter	10	Gregorio Albao	6	Paul M Smith	6	Jasmin Gallaga	5	Skay Nusenu	5
Michelle Martinez Aviles	10	Joshua Dishong	6	Francisco Vasquez	6	Daryl Graham	5	Aaron Piotrowski	5
Ransey Vazquez	10	Myaa Fallon	6	Bethany White	6	Cole Hatfield	5	Nicholas Scordos	5
Kendall Wilson	9	Kierra Goodwin	6	Amy Baird	5	Walter Icaza	5	Antoinette Williams	5
Stephanie Kell	8	Johnny Ramos	6	Aaron Chen	5	Johnny Ly	5		
Steven Rios	7	Andy Sertler	6	John Conard	5	Michael Mandella	5		

☆ By Incentive Structure Payout. Top Legacy Recruiting Agents listed earned at least \$500.  
 ▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.  
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. In case of a tie, top Legacy Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.  
 ★ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

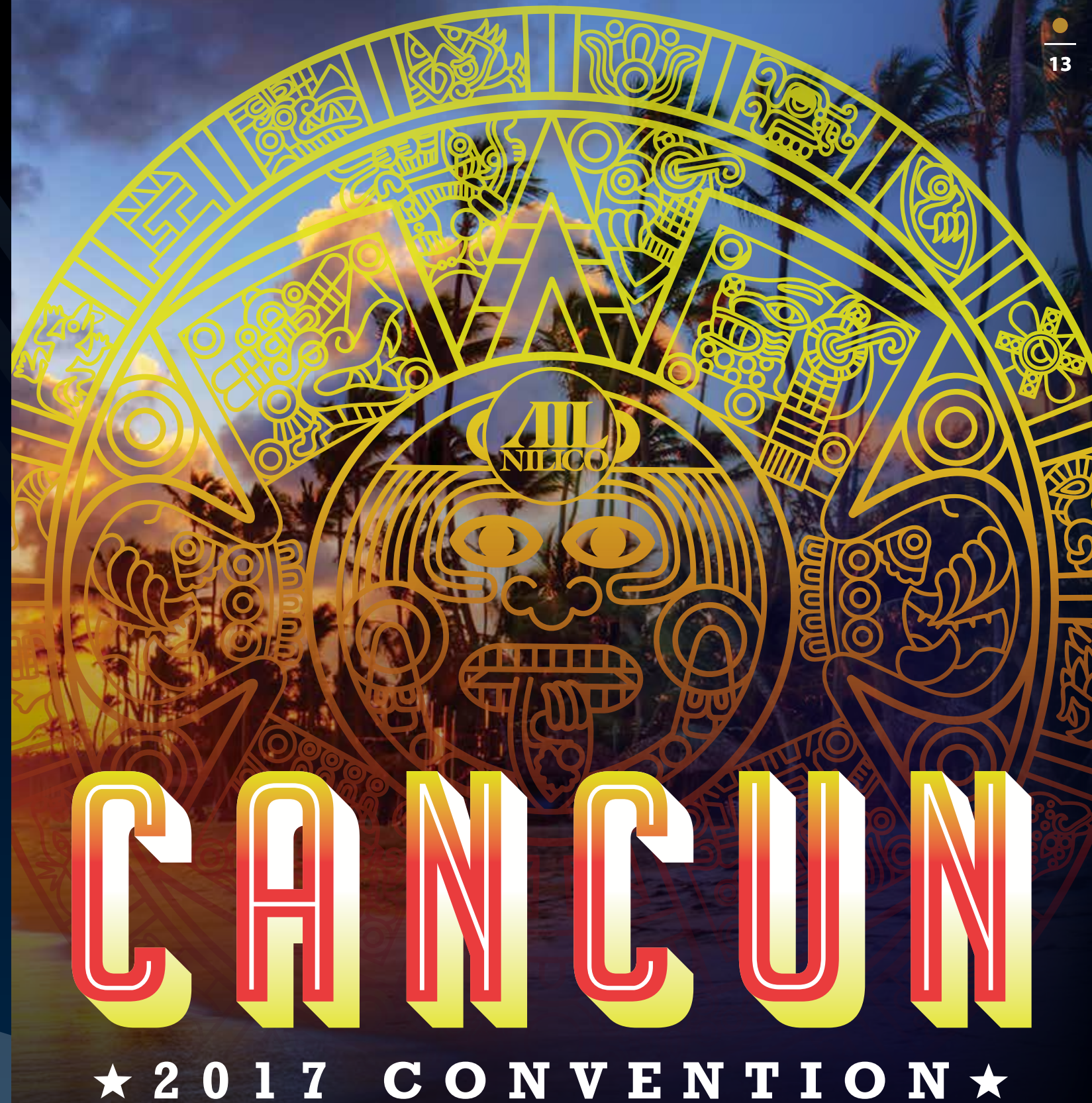
# LEGACY RECRUITING CLUB

## MEMBERS

— By Number of Eligible Legacy Recruits\*

 <b>Marc Salvaggi</b> Surace-Smith 25 Recruits PLATINUM	 <b>Paul M Smith</b> Surace-Smith 15 Recruits GOLD	 <b>Myaa Fallon</b> Sabrina Lloyd 12 Recruits SILVER	 <b>Michelle Martinez Aviles</b> Beto Quintero 11 Recruits SILVER	 <b>Alberto Alcala</b> Ryan Bisanz 10 Recruits SILVER	 <b>Adam Chesney</b> Zachary Hart 10 Recruits SILVER
 <b>Harold Durana</b> Don Foti 10 Recruits SILVER	 <b>Cole Hatfield</b> Simon Arias 10 Recruits SILVER	 <b>Joel Jesurun</b> Giglione-Ackerman 10 Recruits SILVER	 <b>Scott Wheeler</b> Imran Satti 10 Recruits SILVER	 <b>Diane Williams-Lewis</b> Bob Olson 10 Recruits SILVER	 <b>Gregorio Albao</b> Steve Friedlander 5 Recruits BRONZE
 <b>Jesse Benwell</b> Imran Satti 5 Recruits BRONZE	 <b>Dashan Brown</b> Giglione-Ackerman 5 Recruits BRONZE	 <b>Tami Chaimov</b> Theodore Pappas 5 Recruits BRONZE	 <b>Ariel Demesa</b> Giglione-Ackerman 5 Recruits BRONZE	 <b>Evan Donoghue</b> Corey Neff 5 Recruits BRONZE	 <b>Luay Ghawi</b> Altig-Orlovic 5 Recruits BRONZE
 <b>Cara Griffin-Locker</b> Matt Henderson 5 Recruits BRONZE	 <b>David Herchick</b> Surace-Smith 5 Recruits BRONZE	 <b>Walter Icaza</b> Beto Quintero 5 Recruits BRONZE	 <b>Fran Kolos</b> Giglione-Ackerman 5 Recruits BRONZE	 <b>Stephanie Lovins</b> Altig-Orlovic 5 Recruits BRONZE	 <b>Angel Martinez</b> Dorian Oldham 5 Recruits BRONZE
 <b>Anne Melville</b> Steve Friedlander 5 Recruits BRONZE	 <b>Michael Patty</b> Chad Potts 5 Recruits BRONZE	 <b>Victoria Perea</b> Don Foti 5 Recruits BRONZE	 <b>Bethany White</b> Zachary Hart 5 Recruits BRONZE	 <b>Adam Wolcott</b> Giglione-Ackerman 5 Recruits BRONZE	

\*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP



# CANCUN

★ 2017 CONVENTION ★





# 2016 AWARD WINNERS



Al Alkurdi



Theo Pappas



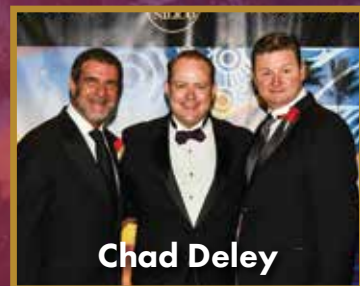
Michael Vasu



Matt Henderson



Dustin Venekamp



Chad Deley



Jose Carvajal



Travis Moody



Cisco Perez



Patrycja Grudzinska



Brent Bowling



Nicholas Moore



Matthew Diulus



Bruce Alford



Malka Arony



Robin Andrade



David Blaisdell



Jacqueline Lowe



Laurie Onasch



# ADDITIONAL CONVENTION RECOGNITION

We recognize these Award Winners who were unable to attend Convention this year.



#9 Individual Producer  
**TINA JANTI**  
Altig-Orlovic

Tina is described by her SGAs as "passionate and perseverant," traits evidenced by the fact that she achieved Top 10 Status working a tough territory, Alaska, while pregnant.

When asked what has surprised her most about her career with AIL/NILICO, Tina says, "There are so many people who work hard but don't get the same compensation, awards, recognition, trips, that we do," she says. "I am so grateful for this opportunity." Her goal is to get into management to influence and help others achieve what she has. She also wants to be a role model for women working while being a wife and mother.

Tina's advice to new Agents is to listen to one's mentors and trainers. She suggests working hard to learn the presentation and the products, and help as many people as possible because "that will make you good." "The better we know the product presentation, the better we can protect families," she adds.



#3 Supervising Agent  
**MEGHAN HARRIS**  
Sabrina Lloyd

Meghan realized she was great at selling insurance after about two months in the business. "I realized I was able to relate and build great relationships with clients while explaining the products," says Meghan. After her promotion to SA, she realized how good she actually was at closing and training new agents. She adds, "I was surprised at how quickly training and leadership helped me become confident in a product I had no idea about two years prior."

Meghan says the word that best describes her year is "perseverance." She is looking forward to achieving new goals in her career as well as in her role as a new mother. "I chase the ability to work hard now so in the future I have the ability to spend more time with my son and do things the average family is not able to do."

Her advice to new Agents is to not give up when things get hard because they will get hard. "Keep pushing and listen to your manager and SGA," she says.



#2 Regional General Agent  
**MATT PARKS**  
Surace-Smith

SGA Jim Surace describes Matt Parks as a "leader extraordinaire," illustrated by his goal for this year: "To grow myself and my people daily; to chase our highest potential; to help five new agents earn six figures their very first year with AIL." In a nod to the mentorship he received from his SGAs, Matt says he looks forward to giving back to others what has been given to him.

Matt's word to describe his year is "driven." He never thinks about selling insurance; he thinks about protecting families. "I can be successful 100% of the time if my goal is to serve. I can only be successful 33% of the time if my goal is to sell. I always imagine that I am the last person who will ever talk to this family about protecting their loved ones before tragedy strikes," he says.

Matt says what has surprised him most about his career with AIL/NILICO is how the Company has helped him become a better person. He says, "It's one thing to make more income and it's a totally different level of fulfillment when you start seeing yourself grow mentally and spiritually." He advises new Agents to always be ethical, bring a phenomenal attitude, outwork everyone and remain coachable.





## CANCUN, MEXICO

Cancun Convention attendees donated more than \$20,400 to Closer to the Heart partner Proyecto Itzaes. Roger and Steve are pictured with Francisco Pech Cutz and Jessica Cetz Dzib, graduates of Proyecto Itzaes and now teachers with the organization. Also pictured is Austin Ayers, who accepted the donations, spoke about PI's work and translated for Francisco and Jessica.

For thousands of years, the people of Yucatán lived subsistence lifestyles dependent on farming and seasonal fishing. Now that tourism has become the main industry in the area, native peoples can no longer support their families in the traditional ways. Proyecto Itzaes builds sustainable community service programs that promote family-centered learning while respecting the Maya cultural heritage. Education creates new opportunities for children to succeed in their changing world.

Our donations will help Proyecto Itzaes purchase and equip a vehicle to transport educational materials to remote locations.



## ORLANDO, FL

ALL, in partnership with the Matt Henderson SGA Office donated \$5,000 to New Beginnings of Central Florida. Matt presented the check at the SGA Office's monthly meeting to Steve Smith, the organization's Executive Director.

New Beginnings is a faith-based, non-profit organization in Central Florida helping the homeless, hungry and poor to learn how to live a responsible life. New Beginnings can provide a home, food, clothing, professional counseling, job opportunities, spiritual training and mentoring. The organization was founded in June 2007 by concerned community leaders who saw far too few services available in Central Florida for those losing their jobs and homes.

The Henderson SGA Office volunteers to help the homeless the first Saturday of each month.



# TAKING A C AGENT TO AN A AGENT BY IMPLEMENTING THE 4-I SYSTEM



### Bo Gentile

Senior Vice President  
of Recruiting

**LET'S FIRST ADDRESS THE 3 Cs OF** new agents or agents who have not quite had all the success they were looking for. They have a tendency to Criticize, Condemn, and Complain. All of us at some point during our career were C Agents and only with the focus and determination of our mentors and leaders did we have a shot at being A Agents.

Whether you are an agent or an experienced manager or even an SGA, with proper use of the 4-I System, you can turn yourself or the people you are mentoring into A students: Accepting, Approving and Appreciating the opportunity and leadership they have received and that has helped all of us achieve the success we want.

The 4-I System, when executed properly, will always deliver the results you are looking for in yourself or from your new agents all the way up to the most tenured management staff member: Inspire, Implement, Inspire, Influence.

Let's start with **INSPIRE**. When we inspire ourselves or new agents on a daily basis rather than manage them, we motivate them to want

to achieve greatness. As a company, we do a fantastic job in the recruiting process of inspiring people to take a chance on themselves because we paint a picture of one-on-one mentoring and leadership. Keeping the attitude of "a promise made in recruiting is a debt to be paid during training" will make sure your agents are inspired every day of their career with AIL/NILICO.

Once we are inspired, all of us are very open to the **IMPLEMENTING** portion of the 4-I System: Implementation of systems vs. style. Why is the implementation of systems so critical vs. style? Systems are duplicable, and repeatable, style is not. Think about all the successful systems that we have in place at AIL/NILICO. Not once have I ever heard Roger or Steve or any other leader say it was due to "style" that we had success. It's all about the implementation of systems.

**INSPECTION** is the dirty 10-letter word that makes some people feel micro-managed vs. positioned for success. Let's think about it this way: would you want the pilot of the plane you are flying to inspect before or after your flight? It only makes sense that if we inspect for success vs. inspect to correct, we could make sure that our agents have success from the start. You might not get the chance to fix or correct a problem whether it's your own or one of your agent's. It's better to inspect prior to ensure success.

Last, but longest lasting and most — I mean most — important is that by doing the other three I's, the 4th, **INFLUENCE**, allows us to have trust in ourselves, if you are an agent, with the systems you've been taught. At the same time, with mentoring or management, trust creates growth in all areas of the agency. Recruiting, training and production all grow when there is influence and trust vs. leverage. When you have influence, agents and managers want to reach out to you for advice and purpose in their day-to-day. When you have leverage, you have to call and chase them because they don't trust or see value in your relationship.

Ask yourself these questions:

Did I **INFLUENCE** myself or my team today?

Am I **IMPLEMENTING** the systems I was trained on vs. using style?

Did I **INSPECT** in the right place to ensure success vs. correct?

If you can answer "yes" to the questions above, you are on your way to having **INFLUENCE**, on your personal career or the careers of those you manage.

The 4-I System will lead you every day if you make it your legacy for leading. 🙌

# INDIVIDUAL PRODUCERS



**1** AL ALKURDI  
LOMBARD, IL



**2** JOHNATHON BOGOSLAWSKI  
ST FRANCOIS XAVIER, MB



**3** SIMONE ESSON  
LAS VEGAS, NV



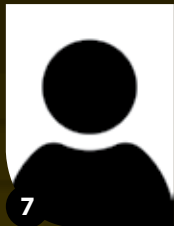
**4** MARK NEILSON  
SANTA ROSA, CA



**5** ROGHIE HASSAN LOO  
TORONTO, ON



**6** SURAJIT KHANNA  
FLUSHING, NY



**7** TREVOR BAILEY  
HALIFAX, NS



**8** MICHAEL VAN DELFT  
HALIFAX, NS



**9** TEVITA TUPOUNIUA  
AUCKLAND, NZ



**10** SENECA PERRY  
COLUMBUS, OH



**11** PRISCILA GONZALEZ  
SANTA ROSA, CA



**12** DIANA AL ALI  
GREELY, ON



**13** MIKE SUKHBAATAR  
JACKSON, MS



**14** FILIBERTO CARRENO  
SANTA ROSA, CA



**15** MATTHEW WILSON  
HENDERSONVILLE, TN



**16** OLEG NOVITCHII  
CLEVELAND, OH



**17** ALEXANDER PHAM  
SURREY, BC



**18** JONATHAN DRUMMOND  
EDISON, NJ



**19** ALVIN ALI  
CONCORD, CA



**20** MUHAMMED ASHRAF  
FLUSHING, NY



**ICEBREAKERS**  
**ANDREW BATTEN**  
HOUSTON, TX



**TRAVIS EDMONDS**  
HOUSTON, TX



**RANDY DANIELS**  
MINNEAPOLIS, MN

## MAY

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Al Alkurdi	\$68,210		83.9	David Wang	Bob Olson
2	Johnathon Bogoslawski	54,450	88		Sara Vaz	Altig-Orlovic
3	Simone Esson	37,281	97		Jimmy Tchen	Corey Neff
4	Mark Neilson	36,706		82.6	Ryan Kendl	Altig-Orlovic
5	Roghie Hassan Loo	34,722		77.5	Roghie Hassan Loo	Josh Chalom
6	Surajit Khanna	32,895	97		Andy Dorf	Theodore Pappas
7	Trevor Bailey	30,833	91		Robert Kanaan	Imran Satti
8	Michael van Delft	29,640		83.3	Scott Wheeler	Imran Satti
9	Tevita Tupouniua	29,349		80.9	Ofa Tupouniua	Steve Friedlander
10	Seneca Perry	28,327		79.4	Daniel Hartwig	Surace-Smith
11	Priscila Gonzalez	27,942		86.4	Ryan Kendl	Altig-Orlovic
12	Diana Al Ali	27,337		84.8	Yussuf Elzein	Altig-Orlovic
13	Mike Sukhbaatar	27,163		92.8		Daniel Umbertone
14	Filiberto Carreno	27,051	92		Ryan Kendl	Altig-Orlovic
15	Matthew Wilson	26,200		94.3	Robert Hamilton	Altig-Orlovic
16	Oleg Novitchii	25,963		85.7	Matthew Parks	Surace-Smith
17	Alexander Pham	25,948	86		Bruce Viaje	Altig-Orlovic
18	Jonathan Drummond	25,724	100		Patricia Cicerale	Giglione-Ackerman
19	Alvin Ali	25,113		76.1	Doreen Ryan-Foti	Don Foti
20	Muhammed Ashraf	23,837		86.2	Muhammed Ashraf	Theodore Pappas
21	Kevin Ishikane	23,498		78.9	Blake Higuchi	Altig-Orlovic
22	Brian Cabral	21,985		84.0	Sara Vaz	Altig-Orlovic
23	Michael Botond	21,879		83.8	Alex Kae	Altig-Orlovic
24	Yadollah Pourjalali	21,206		78.7		Cohen-Cohen
25	Joey Kennedy	21,002		76.1	AshLynn Orng	Altig-Orlovic
26	Dario Messina	20,819		77.2	Mark Dushaj	Zachary Hart
27	Andrew Batten	20,655	100		Erez Shabtay	Michael Vasu
28	Brock Lampee	20,604		90.1	Dustin Dunbar	Dustin Venekamp
29	Travis Edmonds	20,374	100		Erez Shabtay	Michael Vasu
30	James Clark Jr	20,291		80.5	Jesse Spencer	Stephen Jubrey
31	Cody Dixon	19,710	95		Jesse Benwell	Imran Satti
32	Jordon Graham	19,586		88.5	Zach Otto	Sabrina Lloyd
33	Jadwiga Martins	19,470	90		Jesse Doherty	Altig-Orlovic
34	Julio Rodriguez	19,221	83		Saul Lopez	Bob Olson
35	Crystal Melao	19,010	92		Ryan Kendl	Altig-Orlovic
36	Mohammad Taher	18,890		72.7	Jordan Chalom	Josh Chalom
37	Bruce Tan	18,668		93.6	Jonathan Emura	Altig-Orlovic
38	Asiguy Haugabook	18,059		73.6	Janet Quintana	Kyle Johnson
39	Gian Trinidad	18,056		78.6	Bobby Gujral	Altig-Orlovic
40	Lily Sakai	18,008		89.7		Cohen-Cohen
41	Landon Schlag	17,718		78.7	Matthew Turnquist	Richard Correa
42	Cory Cannataro	17,579	90		Dominic Telymonde	Giglione-Ackerman
43	Rangi Witika	17,549	100		Paul Kelly	Steve Friedlander
44	Ronald Rivera	17,518		78.2	Sean Velasquez	Cohen-Cohen
45	Christopher Beaulieu	17,212	96		Sara Vaz	Altig-Orlovic
46	Nicole Preston	17,188	93		Christopher Stevens	Kris Thieme
47	Max Quasem	17,185		87.0		Cohen-Cohen
48	Marjorie Hutton	17,007	97		Trevor Tollefson	Erin Allen
49	Kristina Joachim	16,981	91		Ryan Stenglein	Altig-Orlovic
50	John Kostek	16,906	92		Justin Adams	Simon Arias

ALL TIME RECORD: \$159,402 Net ALP — MARK NEILSON

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Al Alkurdi	\$324,545		83.9	David Wang	Bob Olson
*2	Michael van Delft	169,634		83.3	Scott Wheeler	Imran Satti
*3	Roghie Hassan Loo	149,729		77.5	Roghie Hassan Loo	Josh Chalom
*4	Johnathon Bogoslawski	140,013	88		Sara Vaz	Altig-Orlovic
*5	Oleg Novitchii	123,416		85.7	Matthew Parks	Surace-Smith
*6	Kevin Ishikane	120,240		78.9	Blake Higuchi	Altig-Orlovic
*7	Katie Massart	108,284		84.4	John M McGrath	Altig-Orlovic
*8	Cory Cannataro	106,331	90		Dominic Telymonde	Giglione-Ackerman
*9	Joey Kennedy	104,360		76.1	AshLynn Orng	Altig-Orlovic
*10	Jacqueline Kabluyen	103,584	93		Ryan Kendl	Altig-Orlovic
11	Max Quasem	103,580		87.0		Cohen-Cohen
12	Benjamin Ainscough	103,246		77.6	Troy Plummer	Altig-Orlovic
13	Mike Sukhbaatar	101,293		92.8		Daniel Umbertone
14	Crystal Melao	100,655	92		Ryan Kendl	Altig-Orlovic
15	Bryan Juskwiw	100,285		84.6	Daniel Hartwig	Surace-Smith
16	Mark Lomonaco	99,781		84.2	Richard Mansfield	Altig-Orlovic
17	Mark Dushaj	97,994		83.3	Mark Dushaj	Zachary Hart
18	Nicholas Triantafyllidis	96,696		74.9	Ryan Wilson	Philip Prata
19	Brian Cabral	95,691		84.0	Sara Vaz	Altig-Orlovic
20	Michael Botond	94,697		83.8	Alex Kae	Altig-Orlovic
21	Mark Neilson	92,812		82.6	Ryan Kendl	Altig-Orlovic
22	Jordon Graham	89,995		88.5	Zach Otto	Sabrina Lloyd
23	Alvin Ali	89,148		76.1	Doreen Ryan-Foti	Don Foti
24	Richard Carter	87,981		91.1	Nicholas Lorence	Altig-Orlovic
25	Andrew Chambers	86,214		81.3	Ryan Wilson	Philip Prata
26	Diana Al Ali	85,871		84.8	Yussuf Elzein	Altig-Orlovic
27	Ryan M Vance	85,692		96.1	Marc Salvaggi	Surace-Smith
28	Danielle Melton	83,929	86		Erez Shabtay	Michael Vasu
29	Ross Ewen	83,560		89.4		Scott Rehberg
30	Angela DeVivo	83,265		86.6	Michael Clemente	Simon Arias
31	Lily Sakai	82,899		89.7		Cohen-Cohen
32	Brooklyn Mims	82,332		77.5	Lisa Richardson	Moswen Taylor
33	Henry Ingraham	82,070		82.3	Henry Ingraham	Tom Williams
34	Alex Gonzales	80,648	93		Anthony Theriault	Mathew Hart
35	Candace Dillon	80,320		77.9	Melinda-Rae Lyse	Altig-Orlovic
36	Cody Spencer	77,442		82.6	Clint Uwaine	Altig-Orlovic
37	Yadollah Pourjalali	75,782		78.7		Cohen-Cohen
38	Mike Allen	75,134		80.1	Mike Allen	Travis Moody
39	Lleison Martinez	73,948		83.5	Begona Patino-Lopez	Cisco Perez
40	Bruce Tan	73,516		93.6	Jonathan Emura	Altig-Orlovic
41	William Parmeter	73,260		78.6	Hal Herman	Oldham-Gryska
42	Muhammed Ashraf	72,640		86.2	Muhammed Ashraf	Theodore Pappas
43	Tevita Tupouniua	72,497		80.9	Ofa Tupouniua	Steve Friedlander
44	Jarred Spanbauer	71,659		75.2	Yuriy Kosovan	Chad Deley
45	Ronald Rivera	71,610		78.2	Sean Velasquez	Cohen-Cohen
46	Carolyn Moses	71,556	92		Ernest Powell	Michael Vasu
47	Lincoln Dziekonski	71,442		82.2	Lee Jeffers	Altig-Orlovic
48	Kristi Vang	71,035		75.7		Cohen-Cohen
49	Jonathan Daal	70,833	96		Anita Ferris	Steve Friedlander
50	Jeffrey Gilliana	70,462		75.6	Zach Otto	Sabrina Lloyd

ALL TIME RECORD: \$779,641 Net ALP — AL ALKURDI

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

# SUPERVISINGAGENTS



1 LYNN JENKINS  
TROY, MI



2 BRADY FOREMAN  
HOUSTON, TX



3 RONALD MCCORMICK  
TROY, MI



4 MELISSA MARTINO  
LAS VEGAS, NV



5 JOSE VIRAMONTES  
HOUSTON, TX



6 FRANCISCO VASQUEZ  
HOUSTON, TX



7 JEFFREY HUDSON  
TROY, MI



8 JACQUELINE KABLUYEN  
SANTA ROSA, CA



9 ARACELIS MOTA  
POMPANO BEACH, FL



10 MICHAEL CLEMENTS  
TORONTO, ON

## MAY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Lynn Jenkins	\$62,581	\$83,968		77.1	Andre McCallum	Zachary Hart
2	Brady Foreman	48,924	47,698	88		Erez Shabtay	Michael Vasu
3	Ronald McCormick	38,491	38,491		77.3	Joshua Crisp	Zachary Hart
4	Melissa Martino	36,571	35,796	85		Jimmy Tchen	Corey Neff
5	Jose Viramontes	35,664	35,664	90		Erez Shabtay	Michael Vasu
6	Francisco Vasquez	34,707	32,538	88		Erez Shabtay	Michael Vasu
7	Jeffrey Hudson	31,820	37,195	94		Mark Dushaj	Zachary Hart
8	Jacqueline Kabluyen	31,071	46,032	92		Ryan Kendl	Altig-Orlovic
9	Aracelis Mota	28,952	35,156	91		Noel Rose	Tom Williams
10	Michael Clements	28,907	28,907		80.3	Jesse Doherty	Altig-Orlovic
11	Abbas Abdul-Khaliq	28,405	42,395		78.0	Michael Stuver	Zachary Hart
12	Alipate Makaui	27,639	44,495		87.8	Paul Kelly	Steve Friedlander
13	Bryan Hip-Kam	26,715	26,715	98		Aaron Chen	Altig-Orlovic
14	Justin Allain	25,914	34,599	89		Jesse Benwell	Imran Satti
15	Jorge Leon	24,979	23,737	89		Lorena Barriere	Cohen-Cohen
16	Henderson Hoyte	24,051	26,850	89		Kimberly Hamilton	Oldham-Gryska
17	Kristen Brown	23,945	25,222		89.1	Erez Shabtay	Michael Vasu
18	Brandon Neal	22,601	28,602	90		DeAnthony Hartman	Zachary Hart
19	Brooke Bogs	22,521	29,836		85.3	Erez Shabtay	Michael Vasu
20	Matelita Enosi	22,489	22,489	100		Ofa Tupouniua	Steve Friedlander

ALL TIME RECORDS: \$286,210 1st 6 Mo Agt | \$286,210 Net ALP

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Brady Foreman	\$214,925	\$227,517	88		Erez Shabtay	Michael Vasu
*2	Brooke Bogs	189,772	198,998		85.3	Erez Shabtay	Michael Vasu
*3	Brandon Neal	144,457	164,080	90		DeAnthony Hartman	Zachary Hart
*4	Jose Viramontes	140,754	151,059	90		Erez Shabtay	Michael Vasu
*5	Kenan Hyseni	117,691	175,672	88		Sara Vaz	Altig-Orlovic
6	Daniel Dunham	116,703	160,465		78.2	Liam Flaherty	Simon Arias
7	Ronald McCormick	111,652	111,229		77.3	Joshua Crisp	Zachary Hart
8	Antoinette Williams	106,850	114,807	92		Erez Shabtay	Michael Vasu
9	Arthur Trost	105,701	123,289	84		Steven King	Zachary Hart
10	Clayton Slaughter	105,386	106,092	84		Erez Shabtay	Michael Vasu
11	Lynn Jenkins	102,678	143,610		77.1	Andre McCallum	Zachary Hart
12	Dulce Paz	87,391	119,143	90		Marian Sertler	Sabrina Lloyd
13	Abbas Abdul-Khaliq	87,169	159,794		78.0	Michael Stuver	Zachary Hart
14	Ryan M Vance	85,866	171,060		91.3	Marc Salvaggi	Surace-Smith
15	Auston Mavrak	82,836	133,551		75.7	Andrew Wagner	Oldham-Gryska
16	James Sherwood	81,870	222,721		74.9	Daniel Hartwig	Surace-Smith
17	Vincent Gravel-Michaud	80,917	80,917	87		Nikola Subotic	Altig-Orlovic
18	Francisco Vasquez	80,882	107,267	88		Erez Shabtay	Michael Vasu
19	Skay Nusenu	80,819	83,233	80		Christina Meyer	Sabrina Lloyd
20	Kristen Brown	80,282	84,592		89.1	Erez Shabtay	Michael Vasu

ALL TIME RECORDS: \$653,097 1st 6 Mo Agt | \$959,675 Net ALP

# GENERALAGENTS



1 MEGAN JOHNSON  
HOUSTON, TX



2 MARK NEILSON  
SANTA ROSA, CA



3 ERIC THOMPSON  
CLEVELAND, OH



4 WALTER ICAZA  
MIAMI, FL



5 DANIEL G JOHNSON  
TROY, MI



6 TONY GEER  
COLUMBUS, OH



7 WADNERON BOILEAU  
MIAMI, FL



8 FUNMILOLA ELUMADE  
FLUSHING, NY



9 MELE MAKAU  
AUCKLAND, NZ



10 ADAM CHESNEY  
TROY, MI

## MAY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Megan Johnson	\$232,058	\$256,052		86.8	Erez Shabtay	Michael Vasu
2	Mark Neilson	76,423	150,177	91		Ryan Kendl	Altig-Orlovic
3	Eric Thompson	76,411	119,487		82.5	Matthew Parks	Surace-Smith
4	Walter Icaza	62,214	68,793	86		Hemerson Gonzalez	Beto Quintero
5	Daniel G Johnson	61,896	78,580		72.4	Andre McCallum	Zachary Hart
6	Tony Geer	61,247	69,310	94		Joshua Dishong	Surace-Smith
7	Wadneron Boileau	58,648	66,896	93		Michelle Martinez Aviles	Beto Quintero
8	Funmilola Elumade	58,033	76,120		77.4	Andy Dorf	Theodore Pappas
9	Mele Makaui	57,373	97,526	98		Paul Kelly	Steve Friedlander
10	Adam Chesney	57,135	91,096		77.1	Mark Dushaj	Zachary Hart
11	Andrew Hynan	56,603	68,433		76.1	Ryan Stenglein	Altig-Orlovic
12	Brent Bowling	54,329	145,026		84.2	Marc Salvaggi	Surace-Smith
13	Alma Lozano	53,328	86,690		79.0	John Nieves	Richard Correa
14	Adam Kidikas	52,190	55,064	89		Joshua West	Michael Vasu
15	Laaina Havea	47,895	56,303		72.0	Ofa Tupouniua	Steve Friedlander
16	Adam Hanna	45,961	58,647		73.1	Tyler Worstell	Simon Arias
17	Mickel Major	45,807	48,922		79.2	Noel Rose	Tom Williams
18	Matthew Kurey	45,635	68,787		72.4		Oldham-Gryska
19	Garrett Shelton	44,396	60,550	96		Joshua Krueger	Richard Correa
20	Deonte Jones	44,009	76,048		74.5	Michael Stuver	Zachary Hart

ALL TIME RECORDS: \$441,101 1st 6 Mo Agt | \$624,474 Net ALP

## YTD

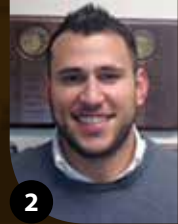
Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Megan Johnson	\$1,172,146	\$1,273,817		86.8	Erez Shabtay	Michael Vasu
*2	Mark Neilson	361,752	567,114	91		Ryan Kendl	Altig-Orlovic
*3	Eric Thompson	253,027	555,479		82.5	Matthew Parks	Surace-Smith
*4	Danielle Morales	252,015	308,746	91			Giglione-Ackerman
*5	Adam Kidikas	251,755	343,318	89		Joshua West	Michael Vasu
6	Alma Lozano	232,880	365,873		79.0	John Nieves	Richard Correa
7	Brent Bowling	232,234	700,587		84.2	Marc Salvaggi	Surace-Smith
8	Derek Foore	228,823	491,927		86.1	Marc Salvaggi	Surace-Smith
9	Tony Geer	219,742	244,194	94		Joshua Dishong	Surace-Smith
10	Patrycja Grudzinska	211,283	242,660		81.3	Marian Sertler	Sabrina Lloyd
11	Andrew Hynan	209,471	346,260		76.1	Ryan Stenglein	Altig-Orlovic
12	Thomas Longino	200,876	274,806		75.4	Ernest Powell	Michael Vasu
13	Robert Biser	200,062	261,636	86		Joshua Crisp	Zachary Hart
14	Daniel G Johnson	199,537	300,133		72.4	Andre McCallum	Zachary Hart
15	Adam Hanna	189,118	213,784		73.1	Tyler Worstell	Simon Arias
16	Dean Gushi	187,537	294,394		81.9	Dan Ikei	Altig-Orlovic
17	Randy O'Campo	187,416	268,195	92		Blake Higuchi	Altig-Orlovic
18	Jesus Tolentino	182,489	237,221	86		Glenn Martin	Giglione-Ackerman
19	Roger Rau	182,381	219,500	89		Steven King	Zachary Hart
20	William Tompkins	178,231	271,705		80.1	Robert Locke	Ryan Giddens

ALL TIME RECORDS: \$1,468,394 1st 6 Mo Agt | \$2,262,883 Net ALP

# MASTERGENERALAGENTS



**1**  
EREZ SHABTAY  
HOUSTON, TX



**2**  
MARC SALVAGGI  
CLEVELAND, OH



**3**  
MATTHEW PARKS  
CLEVELAND, OH



**4**  
RYAN KENDL  
SANTA ROSA, CA



**5**  
ELIAS BOLES  
ROCHESTER, NY



**6**  
MACK DOBY  
BATON ROUGE, LA



**7**  
DANIEL HARTWIG  
COLUMBUS, OH



**8**  
ANDRE MCCALLUM  
TROY, MI



**9**  
OFA TUPOUNIUA  
AUCKLAND, NZ



**10**  
RYAN WILSON  
MIDDLETOWN, CT

## MAY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Erez Shabtay	\$232,058	\$256,052		84.7	Michael Vasu
2	Marc Salvaggi	112,323	265,691		84.8	Surace-Smith
3	Matthew Parks	87,184	178,295		83.3	Surace-Smith
4	Ryan Kendl	82,322	212,902		82.3	Altig-Orlovic
5	Elias Boles	78,120	101,223		78.9	Oldham-Gryska
6	Mack Doby	75,664	112,896		78.6	Joseph Diecedue
7	Daniel Hartwig	75,621	282,990		75.7	Surace-Smith
8	Andre McCallum	72,335	113,974		73.5	Zachary Hart
9	Ofa Tupouniua	69,704	147,590		77.4	Steve Friedlander
10	Ryan Wilson	69,298	138,868		75.5	Philip Prata
11	Johnny Ly	68,138	91,276		75.0	Giglione-Ackerman
12	Ryan Stenglein	63,314	107,265		75.1	Altig-Orlovic
13	Joshua Crisp	62,725	72,438		78.0	Zachary Hart
14	Joshua Dishong	61,367	68,052		74.7	Surace-Smith
15	Hemerson Gonzalez	60,395	65,576	86		Beto Quintero
16	Joshua Krueger	60,024	76,223		78.1	Richard Correa
17	Steve Svendson	59,771	73,467		72.8	Richard Correa
18	Paul Kelly	57,373	97,590		84.8	Steve Friedlander
19	Michelle Martinez Aviles	56,048	56,572	85		Beto Quintero
20	Tyler Worstell	55,437	91,194		73.2	Simon Arias

ALL TIME RECORDS: \$438,277 1st 6 Mo Agt | \$723,872 Net ALP

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Erez Shabtay	\$1,156,701	\$1,255,831		84.7	Michael Vasu
*2	Marc Salvaggi	509,210	1,320,053		84.8	Surace-Smith
*3	Matthew Parks	386,315	865,322		83.3	Surace-Smith
*4	Johnny Ly	380,893	509,101		75.0	Giglione-Ackerman
*5	Ryan Kendl	380,261	716,459		82.3	Altig-Orlovic
6	Joshua Krueger	360,497	509,418		78.1	Richard Correa
7	Andre McCallum	356,254	557,951		73.5	Zachary Hart
8	Daniel Hartwig	352,037	1,327,731		75.7	Surace-Smith
9	Syed Quadri	321,624	649,861		81.2	Theodore Pappas
10	Kimberly Hamilton	307,320	543,650		77.4	Oldham-Gryska
11	Steven King	296,958	492,447		77.3	Zachary Hart
12	Andrew Wagner	291,483	460,274		73.9	Oldham-Gryska
13	Tyler Worstell	282,849	423,931		73.2	Simon Arias
14	Michelle Martinez Aviles	277,234	283,973	85		Beto Quintero
15	Hemerson Gonzalez	276,673	297,125	86		Beto Quintero
16	Elias Boles	272,198	394,328		78.9	Oldham-Gryska
17	Joshua Crisp	266,496	326,273		78.0	Zachary Hart
18	Brian Zuzick	265,967	465,944		83.8	Laura Fisher
19	Dominic Telymonde	262,438	328,540		72.7	Giglione-Ackerman
20	Ryan Stenglein	253,516	615,841		75.1	Altig-Orlovic

ALL TIME RECORDS: \$2,554,545 1st 6 Mo Agt | \$4,468,285 Net ALP

# REGIONALGENERALAGENTS



**1**  
RYAN FICKERT  
TROY, MI



**2**  
EREZ SHABTAY  
HOUSTON, TX



**3**  
MICHAEL LARAMIE  
HOUSTON, TX



**4**  
MATTHEW PARKS  
CLEVELAND, OH



**5**  
MATTHEW TURNQUIST  
AURORA, CO

## MAY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Ryan Fickert	\$324,507	\$533,388		76.9	Zachary Hart
2	Erez Shabtay	321,235	372,653		83.6	Michael Vasu
3	Michael Laramie	309,587	448,839		78.2	Michael Vasu
4	Matthew Parks	275,054	628,006		83.2	Surace-Smith
5	Matthew Turnquist	179,286	290,813		78.2	Richard Correa
6	Corey Helly	177,520	286,535		74.7	Giglione-Ackerman
7	Patrick Bendure	175,640	503,250		83.7	Surace-Smith
8	Paul Kelly	146,269	258,899		80.5	Steve Friedlander
9	Marc Salvaggi	132,506	303,005		83.4	Surace-Smith
10	Evan Holzhauser	125,447	240,452		74.3	Giglione-Ackerman

ALL TIME RECORDS: \$980,159 1st 6 Mo Agt | \$1,435,508 Net ALP

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Michael Laramie	\$1,817,133	\$2,465,787		78.2	Michael Vasu
*2	Ryan Fickert	1,585,053	2,646,573		76.9	Zachary Hart
3	Erez Shabtay	1,489,203	1,827,940		83.6	Michael Vasu
4	Matthew Parks	1,238,177	3,221,306		83.2	Surace-Smith
5	Robert Janev	907,387	1,463,496		73.8	Lloyd,Sabrina
6	Matthew Turnquist	888,081	1,443,172		78.2	Richard Correa
7	Corey Helly	887,787	1,472,372		74.7	Giglione-Ackerman
8	Patrick Bendure	824,890	2,438,725		83.7	Surace-Smith
9	Syed Quadri	730,323	1,436,485		80.1	Pappas,Theo
10	Nicholas Lorence	676,515	1,508,468		76.1	Altig-Orlovic

ALL TIME RECORDS: \$5,230,627 1st 6 Mo Agt | \$8,242,209 Net ALP



**SURACE-SMITH**



**TOM WILLIAMS**



**DUSTIN VENEKAMP**



**CINDY FURER**



**ALBERT SERUR**



**STEPHEN JUBREY**



**BYRON PAZ**



**ERIN ALLEN**



**RANDALL COOK**



**BETO QUINTERO**

## TOP PERFORMANCE FACTOR



**BETO QUINTERO**  
Category X  
208.3% Performance Factor



**DUSTIN VENEKAMP**  
Category III  
157.1% Performance Factor



**ERIN ALLEN**  
Category VIII  
141.8% Performance Factor

Top three every month by performance factor.

## MAY

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
<b>I Surace-Smith</b>	<b>104.3</b>	<b>\$489,647</b>	<b>\$460,000</b>	<b>106.4</b>	<b>\$795,203</b>	<b>\$779,000</b>	<b>102.1</b>	<b>\$1,284,850</b>	<b>6.2</b>		<b>82.6</b>
Zachary Hart	92.5	415,241	435,000	95.5	305,463	341,000	89.6	720,705	18.1		76.9
Gigliione-Ackerman	91.7	383,989	474,000	81.0	315,416	308,000	102.4	699,406	-17.9		74.6
Altig-Orlovic	91.3	1,173,909	1,266,000	92.7	2,046,013	2,277,000	89.9	3,219,922	8.2		79.3
<b>II Tom Williams</b>	<b>115.5</b>	<b>\$233,572</b>	<b>\$157,000</b>	<b>148.8</b>	<b>\$266,431</b>	<b>\$324,000</b>	<b>82.2</b>	<b>\$500,004</b>	<b>19.9</b>	<b>88</b>	
Cohen-Cohen	94.7	144,755	169,000	85.7	365,494	352,000	103.8	510,249	24.9		79.1
Michael Vasu	93.6	404,839	309,000	131.0	153,690	274,000	56.1	558,529	23.2		77.8
Richard Correa	91.5	308,101	303,000	101.7	144,048	177,000	81.4	452,150	15.6		76.3
<b>III Dustin Venekamp</b>	<b>157.1</b>	<b>\$197,581</b>	<b>\$135,000</b>	<b>146.4</b>	<b>\$209,704</b>	<b>\$125,000</b>	<b>167.8</b>	<b>\$407,285</b>	<b>125.4</b>		<b>75.9</b>
Steve Friedlander	124.2	191,525	130,000	147.3	194,883	193,000	101.0	386,408	-7.5		78.5
Matt Henderson	108.8	170,558	200,000	85.3	168,038	127,000	132.3	338,596	19.9		74.5
Joseph Diecedue	91.9	150,065	158,000	95.0	113,635	128,000	88.8	263,700	7.9		74.0
<b>IV Cindy Furer</b>	<b>116.1</b>	<b>\$86,218</b>	<b>\$61,000</b>	<b>141.3</b>	<b>\$124,463</b>	<b>\$137,000</b>	<b>90.8</b>	<b>\$210,681</b>	<b>29.1</b>		<b>77.1</b>
Jamison Weatherspoon	96.9	104,410	123,000	84.9	101,241	93,000	108.9	205,651	-11.2		75.2
Philip Prata	91.5	88,221	96,000	91.9	132,089	145,000	91.1	220,310	36.2		73.0
Mathew Hart	90.4	100,397	135,000	74.4	117,075	110,000	106.4	217,472	15.0		72.6
<b>V Albert Serur</b>	<b>97.2</b>	<b>\$73,486</b>	<b>\$73,000</b>	<b>100.7</b>	<b>\$80,688</b>	<b>\$86,000</b>	<b>93.8</b>	<b>\$154,174</b>	<b>12.9</b>		<b>73.6</b>
<b>VI Stephen Jubrey</b>	<b>126.9</b>	<b>\$118,234</b>	<b>\$74,000</b>	<b>159.8</b>	<b>\$77,068</b>	<b>\$82,000</b>	<b>94.0</b>	<b>\$195,302</b>	<b>57.3</b>		<b>77.0</b>
Jeremy Welch	104.9	65,821	99,000	66.5	41,540	29,000	143.2	107,362	64.6		73.0
Corey Neff	102.5	85,446	96,000	89.0	55,678	48,000	116.0	141,124	-1.1		73.5
<b>VII Byron Paz</b>	<b>118.8</b>	<b>\$73,435</b>	<b>\$49,000</b>	<b>149.9</b>	<b>\$41,242</b>	<b>\$47,000</b>	<b>87.7</b>	<b>\$114,676</b>	<b>69.4</b>		<b>75.8</b>
Allan Jennings	113.2	49,317	64,000	77.1	83,656	56,000	149.4	132,974	71.2		81.0
Travis Moody	109.9	47,606	47,000	101.3	91,298	77,000	118.6	138,904	49.6		80.1
<b>VIII Erin Allen</b>	<b>141.8</b>	<b>\$70,214</b>	<b>\$69,000</b>	<b>101.8</b>	<b>\$32,718</b>	<b>\$18,000</b>	<b>181.8</b>	<b>\$102,932</b>	<b>48.0</b>		<b>75.4</b>
Scott Rehberg	90.2	35,394	34,000	104.1	35,083	46,000	76.3	70,477	2.1		75.6
<b>IX Randall Cook</b>	<b>117.9</b>	<b>\$79,044</b>	<b>\$54,000</b>	<b>146.4</b>	<b>\$23,244</b>	<b>\$26,000</b>	<b>89.4</b>	<b>\$102,288</b>	<b>22.8</b>		<b>72.7</b>
<b>X Beto Quintero</b>	<b>208.3</b>	<b>\$126,757</b>	<b>\$32,000</b>	<b>396.1</b>	<b>\$4,527</b>	<b>\$22,000</b>	<b>20.6</b>	<b>\$131,284</b>	<b>N/A</b>		<b>87</b>
Ryan Bisanz	122.8	45,859	32,000	143.3	22,512	22,000	102.3	68,371	182.6		91

## YTD

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
<b>I Surace-Smith</b>	<b>103.7</b>	<b>\$2,301,666</b>	<b>\$2,300,000</b>	<b>100.1</b>	<b>\$4,178,790</b>	<b>\$3,895,000</b>	<b>107.3</b>	<b>\$6,480,456</b>	<b>24.3</b>		<b>82.6</b>
Altig-Orlovic	95.4	6,131,167	6,330,000	96.9	10,701,043	11,385,000	94.0	16,832,210	12.3		79.3
Zachary Hart	91.9	2,164,257	2,175,000	99.5	1,436,198	1,705,000	84.2	3,600,455	8.3		76.9
<b>II Tom Williams</b>	<b>104.7</b>	<b>\$874,934</b>	<b>\$785,000</b>	<b>111.5</b>	<b>\$1,585,869</b>	<b>\$1,620,000</b>	<b>97.9</b>	<b>\$2,460,804</b>	<b>26.2</b>	<b>88</b>	
Michael Vasu	103.9	2,239,263	1,545,000	144.9	860,669	1,370,000	62.8	3,099,932	20.8		77.8
Oldham-Gryska	98.4	1,372,149	1,325,000	103.6	1,741,789	1,870,000	93.1	3,113,938	9.3	88	
Cohen-Cohen	90.4	735,419	845,000	87.0	1,649,777	1,760,000	93.7	2,385,197	13.8		79.1
<b>III Dustin Venekamp</b>	<b>113.0</b>	<b>\$622,124</b>	<b>\$675,000</b>	<b>92.2</b>	<b>\$836,163</b>	<b>\$625,000</b>	<b>133.8</b>	<b>\$1,458,288</b>	<b>45.5</b>		<b>75.9</b>
Matt Henderson	103.3	854,291	1,000,000	85.4	769,289	635,000	121.1	1,623,580	24.2		74.5
<b>IV Cindy Furer</b>	<b>108.7</b>	<b>\$378,896</b>	<b>\$305,000</b>	<b>124.2</b>	<b>\$638,144</b>	<b>\$685,000</b>	<b>93.2</b>	<b>\$1,017,041</b>	<b>30.7</b>		<b>77.1</b>
Mathew Hart	100.2	571,827	675,000	84.7	636,817	550,000	115.8	1,208,644	41.5		72.6
Philip Prata	93.3	374,559	480,000	78.0	786,687	725,000	108.5	1,161,246	3.5		73.0
<b>VI Jeremy Welch</b>	<b>125.6</b>	<b>\$382,245</b>	<b>\$495,000</b>	<b>77.2</b>	<b>\$252,126</b>	<b>\$145,000</b>	<b>173.9</b>	<b>\$634,371</b>	<b>25.1</b>		<b>73.0</b>
<b>VII Byron Paz</b>	<b>118.0</b>	<b>\$333,116</b>	<b>\$245,000</b>	<b>136.0</b>	<b>\$235,161</b>	<b>\$235,000</b>	<b>100.1</b>	<b>\$568,277</b>	<b>71.6</b>		<b>75.8</b>
Allan Jennings	113.9	331,476	320,000	103.6	347,837	280,000	124.2	679,312	69.0		81.0
Travis Moody	94.3	190,584	235,000	81.1	413,710	385,000	107.5	604,293	22.8		80.1
<b>VIII Erin Allen</b>	<b>99.4</b>	<b>\$249,955</b>	<b>\$345,000</b>	<b>72.5</b>	<b>\$113,785</b>	<b>\$90,000</b>	<b>126.4</b>	<b>\$363,740</b>	<b>23.1</b>		<b>75.4</b>
<b>IX Randall Cook</b>	<b>112.5</b>	<b>\$257,016</b>	<b>\$270,000</b>	<b>95.2</b>	<b>\$168,698</b>	<b>\$130,000</b>	<b>129.8</b>	<b>\$425,713</b>	<b>37.7</b>		<b>72.7</b>
<b>X Beto Quintero</b>	<b>131.8</b>	<b>\$411,068</b>	<b>\$160,000</b>	<b>256.9</b>	<b>\$7,270</b>	<b>\$110,000</b>	<b>6.6</b>	<b>\$418,339</b>	<b>N/A</b>		<b>87</b>

† Performance Factor = (% F6 Mo Obj + % P6 Mo Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-X and Start-Up with minimum 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-X and Start-Up will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

### CATEGORY I



**1**  
SUSAN GILBERT  
CHICAGO, IL



**2**  
BRENDA DI SOMMA  
SOMERSET, NJ



**1**  
LORI VAUGHN  
PORTLAND, OR



**2**  
PAM MONETTI  
BUNKER HILL, IL



**1**  
SHANE KNOWLES  
CAPE ELIZABETH, ME



**2**  
DION DIZON  
KAPOLEI, HI

### CATEGORY II

### CATEGORY III

### CATEGORY IV



**1**  
VIKI FARR  
CANTON, MI



**2**  
LACY MARTIN  
HUNTSVILLE, TX



**1**  
RANDY STOCKLEY  
TWILLINGATE, NL



**2**  
LOU NELL BUSBY  
HENDERSON, TN



**1**  
GEORGE MURRY  
MONTGOMERY, AL



**2**  
DEE HETTINGER  
WICHITA, KS

### CATEGORY V

### CATEGORY VI

### CATEGORY VII



**1**  
SARAH THOMSON-DUFRECHOU  
MEMPHIS, TN



**2**  
HOLLAND HARRISS  
W PALM BEACH, FL



**1**  
WILLIAM SLOCUM  
YOUNGVILLE, PA



**2**  
REBECCA KLEBSCH  
COLGATE, WI

### CATEGORY VIII

## TOP MANAGERS

### CATEGORY I



**1**  
CINDY CLEARY  
LEE'S SUMMIT, MO

### CATEGORY II



**1**  
ROSANNA GILL  
WALTHAM, MA

### CATEGORY III



**1**  
DARYL BARNETT  
NORTH SAANICH, BC

#### PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

## INDIVIDUAL REPS: MAY

Category	Rank	Name	Cards	Obj	% Obj
I	1	Susan Gilbert	2,979	1,720	173.2
	2	Brenda Di Somma	2,579	1,815	142.1
	3	Rona Pileggi Spano	2,023	1,750	115.6
II	1	Lori Vaughn	3,803	1,170	324.9
	2	Pam Monetti	2,285	1,337	170.9
	3	George Farenthold	1,595	1,138	140.2
III	1	Shane Knowles	2,209	959	230.3
	2	Dion Dizon	2,181	1,119	194.9
	3	Gary Rothman	1,275	993	128.4
IV	1	Viki Farr	2,334	853	273.6
	2	Lacy Martin	1,510	876	172.4
	3	Lisa Bennett	1,095	885	123.8
V	1	Randy Stockley	1,592	782	203.6
	2	Lou Nell Busby	1,247	770	161.9
	3	Maria Siero	818	752	108.8
VI	1	George Murry	1,566	690	226.9
	2	Dee Hettinger	1,593	714	222.9
	3	Carl Zablony	1,051	675	155.7
VII	1	Sarah Thomson-Dufrechou	763	624	122.2
	2	Holland Harriss	602	516	116.7
	3	Donna Altshue	623	596	104.5
VIII	1	William Slocum	771	199	387.2
	2	Rebecca Klebsch	1,654	486	340.3
	3	Katy Hogge	1,188	479	248.1
Rookie	1	Rebecca Klebsch	1,654	486	340.3
IceBreaker	1	Wendy Sundeen	550	489	112.5

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

Category	Rank	Name	Cards	Obj	% Obj
I	*1	Darrell Dorey	9,118	7,465	122.1
	2	David Blaisdell	11,006	10,729	102.6
	3	Robin Andrade	10,094	11,211	90.0
II	*1	Lori Vaughn	12,324	5,852	210.6
	2	David Scalisi	8,670	5,674	152.8
	3	Pam Monetti	9,625	6,687	143.9
III	*1	Donna LaMontagna	7,287	5,111	142.6
	2	Tim O'Connor	6,694	5,492	121.9
	3	Gary Rothman	5,773	4,964	116.3
IV	*1	Lisa Bennett	7,035	4,423	159.0
	2	Patrena Smith	6,729	4,439	151.6
	3	Viki Farr	6,248	4,266	146.5
V	*1	Cheryl Cook	5,540	3,963	139.8
	2	Janis Pitts	5,076	3,809	133.3
	3	Stephen Matous	5,418	4,186	129.4
VI	*1	George Murry	5,612	3,451	162.6
	2	Dee Hettinger	4,756	3,572	133.1
	3	Lisa West	4,084	3,374	121.1
VII	*1	Sarah Thomson-Dufrechou	5,233	3,121	167.7
	2	Jeanette Dodd	3,151	2,757	114.3
	3	Casey Cash	3,433	3,132	109.6
VIII	*1	Rebecca Klebsch	6,817	2,430	280.5
	2	Erin McKee	1,390	622	223.4
	3	Jason Panzera	4,604	2,484	185.3

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

## MANAGERS: MAY

Category	Rank	Name	Cards	Obj	% Obj
I	1	Cindy Cleary	7,718	5,841	132.1
	2	Dawn Trudden	10,809	8,926	121.1
II	1	Rosanna Gill	5,802	4,381	132.4
	2	Christa Davis	5,597	4,712	118.8
III	1	Daryl Barnett	2,181	1,118	195.0
	2	Amanda Mlinaz	3,537	2,858	123.7

## MANAGERS: YTD

Category	Rank	Name	Cards	Obj	% Obj
I	*1	Cindy Cleary	37,137	29,206	127.2
	2	Beth Farm	36,635	31,914	114.8
II	*1	Christa Davis	24,906	23,560	105.7
	2	Rosanna Gill	20,214	21,903	92.3
III	*1	JT Tasker	26,592	20,607	129.0
	2	Melissa Lively	16,348	12,830	127.4

## MOST CARDS GENERATED: YTD



**1**  
LORI VAUGHN  
PORTLAND, OR

**1** LORI VAUGHN  
12,324

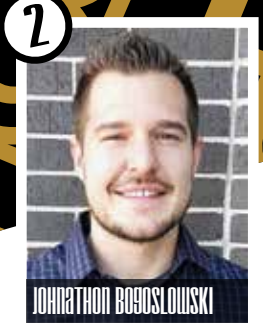
**2** DAVID BLAISDELL  
11,006

**3** ROBIN ANDRADE  
10,094

# WORLD'S GREATEST BONUS



**\$10,074**  
Bob Olson



**\$9,002**  
Altig-Orlovic



**\$7,746**  
Altig-Orlovic



**\$7,702**  
Imran Satti



**\$7,305**  
Surace-Smith

## MAY BONUS LEADERS | PAYOUT: \$2,450,933 | QUALIFIERS: 4,125

- \$ 10,074** Al Alkurd
- 9,002** Johnathon Bogoslowski
- 7,746** Mark Neilson
- 7,702** Michael van Delft
- 7,305** Oleg Novitchii
- 6,744** Roghieh Hassan Loo
- 6,675** Diana Al Ali
- 6,031** Mike Sukhbaatar
- 5,765** Simone Esson
- 5,530** Tevita Tupouniua
- 5,498** Surajit Khanna
- 5,489** Michael Botond
- 5,415** Kenan Hyseni
- 5,362** Priscila Gonzalez
- 5,258** Matthew Wilson
- 5,075** Katie Massart
- 4,969** Brian Cabral
- 4,819** Filiberto Carreno
- 4,741** Seneca Perry
- 4,731** Alexander Pham
- 4,712** Trevor Bailey
- 4,604** George Kamel
- 4,531** Jordan Graham
- 4,377** Hirenkumar Patel
- 4,209** Daniel Li
- 4,205** Joey Kennedy
- 4,036** Bruce Tan
- 3,969** Max Quasem
- 3,886** Alvin Ali
- 3,774** Brock Lampee
- 3,623** Jonathan Drummond
- 3,602** Yadollah Pourjalali
- 3,541** Dario Messina
- 3,514** Earle Harris
- 3,510** James Clark Jr
- 3,476** Muhammed Ashraf
- 3,453** Kevin Ishikane
- 3,350** Andrew Batten
- 3,348** Gian Trinidad
- 3,306** Dina Boghdady
- 3,293** Jonathan Lamb
- 3,285** Joel Trask
- 3,271** Andrea Gonzalez
- 3,255** Lily Sakai
- 3,253** Jesusdieu Portilus
- 3,247** Cody Dixon

- \$ 3,234** Alipate Makaui
- 3,224** Alex Smith
- 3,177** Crystal Melao
- 3,174** Luc Do
- 3,160** Kevin Gillum
- 3,113** Bryan Juskiw
- 3,107** Jeffrey Gaston
- 3,101** Ifeanyi Ufundo
- 3,088** Paige Minarik
- 3,072** Mark Lomonaco
- 3,062** Dylan White
- 3,060** Derek Woo
- 3,051** Lendon Schlag
- 3,048** Ronald Rivera
- 3,045** Kristina Joachim
- 3,044** Daniel Prinzo
- 3,035** Alex Miller
- 3,012** Cory Quaife
- 3,000** Matt McBride
- 2,982** Nicole Preston
- 2,958** Christopher Beaulieu
- 2,928** Kevin Davis
- 2,926** Carolyn Moses
- 2,922** Matthew Zang
- 2,906** Marina Neiman-Fishman
- 2,877** Jacqueline Kablyuen
- 2,856** Damaris Henderson
- 2,843** Daniel Dobyns
- 2,841** Joey Sales
- 2,840** Jadwiga Martins
- 2,823** Travis Edmonds
- 2,811** Jesse Spencer
- 2,785** Michael Glynn
- 2,777** David Hrobocak
- 2,734** Dwayne Gomez
- 2,730** Gerilyn Bertoli
- 2,726** Matthew Wolfgang
- 2,725** Vivienne Matalon
- 2,688** Michael Birmingham
- 2,668** Kristi Vang
- 2,663** Ryan Vance
- 2,654** Dalton Masney
- 2,637** Alan Sedaghat
- 2,619** Douglas Clarke
- 2,615** Justin Germany
- 2,614** Carlton Mack

- \$ 2,583** Alex Gonzales
- 2,567** Linda Biegert
- 2,560** Constance Tuiteleleapaga
- 2,553** Peter Gabranski
- 2,549** Jasmine Gomez
- 2,548** Clinton Kerbs
- 2,541** Riley Peters
- 2,541** Payman Ghaysari
- 2,535** Holly Bonhorst
- 2,534** Oscar Graczyk
- 2,526** Ana Havea
- 2,522** Joseph Corwin
- 2,519** Cody Spencer
- 2,505** Mark Dushaj
- 2,499** Moises Duran
- 2,484** Kimberly Quinn
- 2,469** Adam Chesney
- 2,464** Erick Ramirez
- 2,437** Mike Allen
- 2,429** Paramjit Sangha
- 2,426** Samsan Adelufosi
- 2,418** Stefan Pavicevic
- 2,415** Connie Arnould
- 2,401** Sean Gillespie
- 2,380** Romie Murphy
- 2,372** Byron Bishop
- 2,368** Ryan Misner
- 2,357** Cory Cannataro
- 2,357** Kamiyla Viena
- 2,353** Marjorie Hutton
- 2,353** Zachary Bradshaw
- 2,340** Roxanna Lugo-Cuevas
- 2,317** Colin Weathers
- 2,309** Lincoln Dziekonski
- 2,282** Xylina Ibanez
- 2,274** Nicholas Martocci
- 2,272** Ross Ewen
- 2,269** Gjon Ljuliduraj
- 2,266** Bruce Viaje
- 2,248** Michael Harrigan
- 2,242** Gabriel Jackson
- 2,242** Enjoli Lachapelle
- 2,241** Carl Bartek
- 2,231** Giles Robertson
- 2,225** Melinda Skinner
- 2,220** John Perry

- \$ 2,214** Cody Langston
- 2,207** Tiare Hubbard
- 2,206** Marie Laine
- 2,202** Revawn Wilson
- 2,189** Nicholas Scordos
- 2,186** John Kostek
- 2,183** Andrew Leah
- 2,179** Bradley Christiansen
- 2,179** Mark Harhager
- 2,179** Obed Hernandez
- 2,177** Ervin Cruz
- 2,174** Rangi Witika
- 2,173** Nancy Rojas
- 2,163** Brandon Robinson
- 2,155** Randy Daniels
- 2,153** William Webber
- 2,146** Paul M Smith
- 2,146** Suraj Daswani
- 2,135** Mohammad Wael Taher
- 2,135** Alma B Gonzalez
- 2,129** Derya Ekren
- 2,126** Richard Carter
- 2,099** Jeffrey Gilliana
- 2,097** Brett Saulnier
- 2,096** Romie Murphy
- 2,096** Anthony Dallas
- 2,090** Erika Torres
- 2,087** Derrius Taylor
- 2,082** Monique Tolbert
- 2,082** Sean Grant
- 2,077** Molly Blackmon
- 2,073** Daniel Hanson
- 2,073** Danielle Melton
- 2,055** Ulises Olortiga
- 2,052** Peer Shmelzer
- 2,052** Ronilson Gonzalez
- 2,051** Shalom Chaimov
- 2,042** Ed Olfert
- 2,042** Jeanniella Solis
- 2,040** Kelly McDonald
- 2,039** Tina Nelson
- 2,038** Stacie Ashton
- 2,031** Tajha Dixon
- 1,848** Brandon Mendez
- 1,843** Daniel Santistevan
- 1,838** Kimberly Salerno

- \$ 2,019** Glenn Arakawa
- 2,006** Noah Bort
- 1,999** Betsy Adney
- 1,999** Marina Naguib
- 1,997** Ryan Locke
- 1,973** George Connell
- 1,969** Fritznel Octave
- 1,968** Kalen Dugan
- 1,966** Cathy Dishong
- 1,964** Brooklyn Mims
- 1,963** Ellen Schultz
- 1,962** Daphne Williams
- 1,961** Evelyn Juarez
- 1,954** Fernando Espinosa
- 1,952** Andrea Caine
- 1,952** Ronald Knoedler
- 1,952** Thomas King
- 1,948** Justin Allain
- 1,947** David Basnett
- 1,942** Andrew Brown
- 1,937** Samsan Adelufosi
- 1,936** Samantha Chamberlain
- 1,935** Christopher Green
- 1,933** Jason Pavunkovic
- 1,931** Tom Davis
- 1,931** Cherie Henik
- 1,926** Stacey Moss
- 1,926** Odilia Goulart
- 1,924** Phillip Blackmon
- 1,919** Bernardo Lopez
- 1,918** Dustin Parker
- 1,905** Karla Salazar
- 1,904** Sheldon Higgins
- 1,893** Darren Lawhon
- 1,890** Henry McCormick
- 1,889** Adam Abdula
- 1,889** Taulant Bane
- 1,880** Omar Hashimi
- 1,868** Olesya Wegner
- 1,866** Anna Senra
- 1,861** James Winfield
- 1,860** Andrew Houghton
- 1,855** Maria Costa
- 1,848** Ricardo Unzueta
- 1,843** Daniel Santistevan
- 1,838** Kimberly Salerno

- \$ 1,838** Thomas Agee
- 1,835** Claudia Jacquet
- 1,822** Abraham Mogilevsky
- 1,819** Vaimaalaala Taufa
- 1,819** Sherry Schick
- 1,817** William Luna
- 1,810** Mollie Uphoff
- 1,809** Emmanuel Fedna
- 1,807** Kevin Butchino
- 1,807** Robert Catlett
- 1,802** Victor Beltran Calderon
- 1,799** Christopher McFoy
- 1,799** Tony Georges
- 1,797** Brenda Fox
- 1,794** J-Nick Engichy
- 1,794** Corey Lumley
- 1,792** Alex Paguio
- 1,792** Jasmine Parker
- 1,791** Ian Pickett
- 1,790** Sean Sparkman
- 1,790** Jonathan Daal
- 1,790** Mohammed Moalawi
- 1,788** Luis Miranda
- 1,784** James Tierney
- 1,782** Matthew Lehman
- 1,778** Genna DeMetsenaere
- 1,774** Sarah Herbold
- 1,774** David Rockway
- 1,769** Denis Snyder
- 1,766** Richard Zuccato
- 1,764** Myaa Fallon
- 1,745** Anthony A Lopez
- 1,743** Cristi Huffman
- 1,742** Dustin Edgell
- 1,742** Kassandra Perez
- 1,733** Marquel Burns
- 1,728** Augusto Arango
- 1,724** Evett Bryan
- 1,720** Karen Machut
- 1,710** Tyson DellaSilva
- 1,709** Pablo Zetina
- 1,706** Charles Roy
- 1,702** Nicole Khochaba
- 1,702** Eric Salado
- 1,693** David Ramirez
- 1,692** Joseph Wilson
- 1,687** Tad Teeters
- 1,685** Alexander Atanassov
- 1,684** Riche Haye
- 1,682** Elijah Kendrick
- 1,682** Phillip Waisman
- 1,678** Frank Ciccone
- 1,677** Nicholas Triantafyllidis
- 1,677** Catherine Hefner
- 1,677** Jorge Alvarez
- 1,675** Seema Gakhar
- 1,670** Ronald Heller
- 1,666** Lorraine Benedit
- 1,659** Lleison Martinez
- 1,657** Asiguy Haugabook
- 1,656** Brandon C Johnson
- 1,650** Danielle Dhaiti
- 1,650** Daniel Heath
- 1,647** Mahdi Wade
- 1,645** Omeda Pattison
- 1,643** Irma Gallardo
- 1,643** Kevin Hastings
- 1,641** Bennett Williams

- \$ 1,635** Christopher Leasure
- 1,634** Joseph Massucci
- 1,630** Derek Sandilands
- 1,630** Quinn Allen
- 1,629** Daniel Martinsen
- 1,627** Ala Awad
- 1,627** Nasser Rezaei
- 1,626** Tracy Lepore
- 1,625** Babajide Obashoto
- 1,612** Ronald Davis
- 1,609** Bobbi Wiatr
- 1,606** Mary Rivera
- 1,606** Bryan Czajkowski
- 1,604** Michael Spann
- 1,601** Alicia Burke
- 1,599** James M Hill
- 1,596** Michael Barahona
- 1,595** Lei Li
- 1,589** Peterlee Georges
- 1,586** Edwin Rosa
- 1,586** Michael Giachetti
- 1,585** Joshua Bagi
- 1,580** Kelli Higgins-Jones
- 1,577** Harvey Quinn
- 1,575** Alexander Bayley
- 1,575** Matthew Conrad
- 1,573** Stefan Johansson
- 1,572** Anthony Dixon
- 1,572** Andrew Severson
- 1,572** Gregor Stabenow
- 1,567** Myalee Dutra
- 1,566** Kinga Filipiak
- 1,564** Jane Choina
- 1,561** Ashley W Miller
- 1,557** Rafmatullah Romal Omid
- 1,555** Kempton Perry
- 1,550** Tanner Maciocce
- 1,547** Robert Park
- 1,545** Karen Rodriguez
- 1,544** Jenny Gonzalez
- 1,544** Christopher Beveridge-Calvin
- 1,540** Dustin Dunbar
- 1,538** Julia Loboda
- 1,537** Ana Villanueva
- 1,524** Matthew J Miller
- 1,524** Kenneth Clark
- 1,521** Nayeli Gonzalez
- 1,519** Kashala Guiden
- 1,518** Benjamin Van Fossen
- 1,517** Faydra Jones
- 1,517** Mary Franklin
- 1,516** Kelly Hannan Daley
- 1,509** Margaret Rodas
- 1,508** Alexandra Lipari
- 1,507** Andrew Aaron
- 1,506** Timeisha Lozanne
- 1,500** Terrell Milton
- 1,499** Jeffrey Witherall
- 1,495** Tyler McKnight
- 1,492** Tyrenna Wesley
- 1,488** Alexandra Longo
- 1,488** Ashley Johnston
- 1,487** Nicholas Trevino
- 1,485** Timothy Silva
- 1,484** Arnold Iacoviello
- 1,479** Daevon Byron
- 1,476** Juliana Quessa
- 1,475** Margaret Lupercio

- \$ 1,475** Mercedes Coulibaly
- 1,475** Michael Koehl
- 1,474** Steve Marker
- 1,473** Hazem Aboueldahab
- 1,469** Miguel Alica Ramirez
- 1,469** Daniel J Johnson
- 1,467** Dawid Liniewski
- 1,462** Darius Rowan
- 1,461** Katrina Ricks
- 1,460** Sherrice Butler
- 1,459** David Ramirez-Benitez
- 1,458** Leonardo Perez
- 1,456** Bryan Froneberger
- 1,455** Abysinia Hammouri-Davis
- 1,453** Corey Cyfers
- 1,450** Aryeh Freedman
- 1,447** Lee van Delft
- 1,446** Shanita Ellmers
- 1,445** Michelle Marin
- 1,444** Timothy Welsh
- 1,440** Moises Galvan
- 1,439** Charity Johnson
- 1,437** Colin Henry
- 1,434** Ryan Ohm
- 1,430** Charles Gotcher
- 1,429** Stephanie Novel
- 1,427** Amarildo Hajro
- 1,427** Wanda Williams
- 1,426** Jacqueline Troia
- 1,426** Rafi Nawabi
- 1,419** Violetta Raddell
- 1,419** Jessline Fermin
- 1,418** Henry Ingraham
- 1,415** Eugene Garcia
- 1,414** Carl Gadet
- 1,413** Wendell Lenton
- 1,413** LaDelus Brown
- 1,412** Meardey Kim
- 1,406** Abena Edwards
- 1,405** David Bilotti
- 1,404** Jordan Seguin
- 1,404** Joel Acosta
- 1,403** Jessica Boswell
- 1,403** Jason Otero
- 1,402** Lindsey Dettwiller
- 1,402** Jacob Garza
- 1,401** Arthur Kicknosway
- 1,399** Tara Haughney
- 1,396** James Snipes
- 1,392** Joanna Hansen
- 1,388** Angela Waller
- 1,388** George Maple
- 1,385** Joseph Gamba
- 1,385** Benjamin Twerskoi
- 1,384** Ethan Bamt
- 1,383** Janay Kitchen
- 1,382** Jose Segoviano
- 1,380** Cleopatra Sola
- 1,379** Rosemary Soto
- 1,378** Vishwanath Sankaran
- 1,376** Jean Joseph
- 1,374** Megen Burnett
- 1,372** Haydee Burrola
- 1,370** Joshua Gaskin
- 1,369** Karen Lee
- 1,368** Zachary Whipple
- 1,367** Abraham El Refaei
- 1,366** Kelly Schoenherr

- \$ 1,366** Radhika Ramchand
- 1,360** Donald Gregoire
- 1,358** Alfred Carrillo
- 1,358** Julie Aprahamian
- 1,357** Timothy Jay Brown
- 1,357** Matthew Sabio
- 1,356** Skye Miller
- 1,353** Felicia Steele
- 1,352** Elisa Legarda
- 1,352** Alba Williams
- 1,352** Hector Sartori
- 1,347** Bamey Browner
- 1,345** Jason Kuepfer
- 1,343** Tarek Elabasy
- 1,341** Timothy Peeler
- 1,340** Benton Tong
- 1,336** Daniel Bean
- 1,331** Sarah Dulany-Gring
- 1,445** James Higgins
- 1,327** Hamza Ally
- 1,325** Ashleigh Broussard
- 1,324** Yvette Nelson
- 1,320** Braylon Blades
- 1,319** Christopher Herner
- 1,319** Garrett Everetts
- 1,319** Deborah Precil
- 1,317** Taylora Nathaniel
- 1,317** Theodore Ryan
- 1,317** Chrislla Japsi
- 1,316** Michael Clower
- 1,316** Alden Okamura
- 1,316** Christa Bartol
- 1,309** Kory Louvelle
- 1,309** Pablo Solis
- 1,306** Tiffney Harmouche
- 1,304** Joseph Elliott
- 1,303** Justin LoPatriello
- 1,303** Adrain Alfred
- 1,303** Michael Murphy
- 1,296** Sarah Nuss
- 1,296** Sarah Westbury
- 1,293** Jazmyn Holloway
- 1,293** Anthony Chirico
- 1,292** Corey LaVigne
- 1,287** Aaron Haynes
- 1,287** Joseph Rotolo
- 1,285** Brenna Schmidt
- 1,283** Austin W Smith
- 1,283** Richard Millington
- 1,396** James Snipes
- 1,392** Joanna Hansen
- 1,388** Angela Waller
- 1,388** George Maple
- 1,385** Joseph Gamba
- 1,385** Benjamin Twerskoi
- 1,384** Ethan Bamt
- 1,383** Janay Kitchen
- 1,382** Jose Segoviano
- 1,380** Cleopatra Sola
- 1,379** Rosemary Soto
- 1,378** Vishwanath Sankaran
- 1,376** Jean Joseph
- 1,374** Megen Burnett
- 1,372** Haydee Burrola
- 1,370** Joshua Gaskin
- 1,369** Karen Lee
- 1,368** Zachary Whipple
- 1,246** Jeremy Cutlip
- 1,242** Pamela Faircloth

- \$ 1,242** Milan Sharma
- 1,241** Angela DeVivo
- 1,240** Timothy Wilson
- 1,240** Sabrina Zibin
- 1,240** Sumedh Basani
- 1,238** Mathew White
- 1,238** Steven Valentim
- 1,237** Phyo Phyo
- 1,236** Alex Rozotto
- 1,236** Ryan Hume
- 1,235** Shane Valentine
- 1,233** Patrick Ngangyou Tchouchui
- 1,232** Daniel Souza
- 1,232** Michael Trinh
- 1,230** Winslow Choina
- 1,229** Jeffrey von Kienast
- 1,227** Matthew Rami
- 1,222** Tina Janti
- 1,222** Yessenia Manon
- 1,218** Timothy Copenhaver
- 1,216** Gaston Morales
- 1,214** Cherri Xie
- 1,214** Michael Novosel
- 1,212** Anthony Ferraro
- 1,211** Adrian Piceno
- 1,211** Bianka Dona
- 1,210** Michael Tolman
- 1,206** Elba Vargas
- 1,204** James Carpio
- 1,201** Brian Brantner
- 1,200** Elda Garcia
- 1,200** Daryl Graham
- 1,199** Travis Vandenberghe
- 1,198** Emily Colbert
- 1,198** Agnes Matyszczuk
- 1,197** Shelby Brock
- 1,196** Todd Riescher
- 1,196** Louis Thacker
- 1,195** Dylan Murphy
- 1,193** Alma Lozano
- 1,193** Richard Sidoti
- 1,192** Tabrina Webb-Hayes
- 1,190** Eugene Kashkin
- 1,183** Alan Rosenberg
- 1,183** Steven Phillips
- 1,182** David Ayesiyenga
- 1,181** Katherine Sweeney
- 1,178** Brian Jerome
- 1,176** Marina Herrera
- 1,176** Jovanie Scarlett
- 1,172** Patricia Contreras
- 1,171** Robert L Stevens
- 1,171** Stephanie Lovins
- 1,170** Daymon Green
- 1,170** Steven Green
- 1,169** Shakeria Blackmon
- 1,169** Valdomero Duran
- 1,166** William Lenhard
- 1,165** Michael Bess
- 1,159** Malak Moustafa
- 1,158** Cameron Harp
- 1,153** Alyssa Wilson
- 1,151** Cheryl Martinez
- 1,149** Brielle Killian
- 1,148** Amanda Ray
- 1,147** Iman Schoenberger
- 1,147** ToBe Pope



- \$ 1,145 Sanjay Doraiswami
  - 1,144 Michael Horn
  - 1,144 Michael Singleton
  - 1,141 Chase Miller
  - 1,141 Alexandros Morisis
  - 1,140 Joseph Sarasin
  - 1,140 Christopher Bennett
  - 1,139 Maria Ramirez
  - 1,139 Jameel Pleasant
  - 1,138 Karen Fleming
  - 1,138 David Rigney
  - 1,134 Therese Bolese
  - 1,134 Kasali Kotun
  - 1,133 Gesandro De Oliveira
  - 1,126 Narcis Buncianu
  - 1,124 Naqqash Chaudhry
  - 1,124 Sean Shephard
  - 1,123 Kasey Williamson
  - 1,123 Todd Sluzewski
  - 1,122 Angel Bryenton
  - 1,120 Brian McCabe
  - 1,119 Iffrah Tahir
  - 1,118 Mayra Robles
  - 1,117 Eric Peyton
  - 1,117 Hakan Ozalpaskan
  - 1,116 Patrick Gleason
  - 1,116 Ricardo Grandt
  - 1,115 Sonia Saraniecki
- \$ 1,114 Eli Parra
  - 1,114 Jennifer Schwartz
  - 1,109 Sally Wilson
  - 1,109 Travis Kovach
  - 1,109 Robert Ward
  - 1,109 Jonathan Giaco
  - 1,107 Sina Heak
  - 1,107 Debra Small
  - 1,105 Thomas Gould
  - 1,105 Iwona Zawicki
  - 1,104 Massoud Vaziri
  - 1,104 Ruben Soberanes
  - 1,103 Carrie Hammer
  - 1,102 Angelique Lavaly
  - 1,102 Danyal Alian
  - 1,098 Jennifer Jaikes
  - 1,096 Trevor Owsley
  - 1,095 Antonina Cuevas
  - 1,094 Leslie Ramirez-Lugardo
  - 1,093 Derek Schmidt
  - 1,092 Richard Sparkman
  - 1,092 Canisha Richardson
  - 1,089 Dustin Nispel
  - 1,088 Ali Evans
  - 1,086 Joshua Bacchus
  - 1,085 Carole Idolphine
  - 1,085 Alice Torres
  - 1,084 Lisa Schexnayder

- \$ 1,083 Ricardo Resendiz
  - 1,081 Mark Lahijani
  - 1,081 Winston Hills
  - 1,081 Wadnerson Boileau
  - 1,080 Enarlem Prather
  - 1,079 Eboni Cross
  - 1,079 Crystal Revilla
  - 1,077 Larry Finch
  - 1,077 Edrick Brooks
  - 1,075 Carla Brown
  - 1,075 Dawn Atwell
  - 1,074 Carmen Arroyo
  - 1,073 Mike Lade
  - 1,073 Juan Montana
  - 1,072 Garret Kun
  - 1,072 Larry Nadayag
  - 1,072 Mark Hart
  - 1,070 Kendrick Lane
  - 1,067 Todd Sowell
  - 1,065 Alexander Rollo
  - 1,064 Anjannette Fowlers
  - 1,064 Matthew Garzon
  - 1,061 Jennifer Holliday
  - 1,061 Michael McNerlin
  - 1,058 Eric St.Jemholm
  - 1,058 Eric LaBossiere
  - 1,058 James Drenning
  - 1,057 Diana Vargas
- \$ 1,056 Delbert Hedrick
  - 1,055 Ileana Tatafu
  - 1,053 Spencer Simmons
  - 1,053 Victor Grande
  - 1,052 Austin Hamilton
  - 1,050 Marshuela Sager
  - 1,049 Brian E Johnson
  - 1,048 Zane Garcia
  - 1,048 Nicholas Robertson
  - 1,047 Mark Aldamuy
  - 1,046 Corey Bednarz
  - 1,045 Ashley Bodnar
  - 1,039 Bashar Jarkasy
  - 1,039 Anthony Petrosky
  - 1,038 Christabel Ormelas
  - 1,037 Susan Mirzadeh
  - 1,036 Andy Dorf
  - 1,035 Chelsea Peacock
  - 1,035 Edwin Delgado
  - 1,032 Douglas Zigby
  - 1,031 Alexis Pineiro
  - 1,030 Devon Green
  - 1,030 Matthew J Erickson
  - 1,029 Charles Carroll
  - 1,025 Jessica Amatulli
  - 1,025 Mark Noel
  - 1,022 Ryan Lewton
  - 1,001 Chris Murphy

## RGA LEADERSHIP BONUS

1



**RYAN FICKERT**  
\$32,273  
Zachary Hart

2



**MATTHEW PARKS**  
\$29,672  
Surace-Smith

3




**PATRICK BENDURE**  
\$28,227  
Surace-Smith

MAY BONUS LEADERS | PAYOUT: \$382,019 | QUALIFIERS: 121

WGB recognition is based on \$1,500 weekly ALP minimum achievement level


## REINSTATEMENT BONUS

1




**SAMI MOGANNAM**  
\$4,389  
Don Foti

2




**NICHOLAS GASPARRO**  
\$2,234  
Sabrina Lloyd

3




**MITCHELL LOOK**  
\$2,198  
Surace-Smith

4



**BRADLEY WEIGAND**  
\$1,695  
Surace-Smith

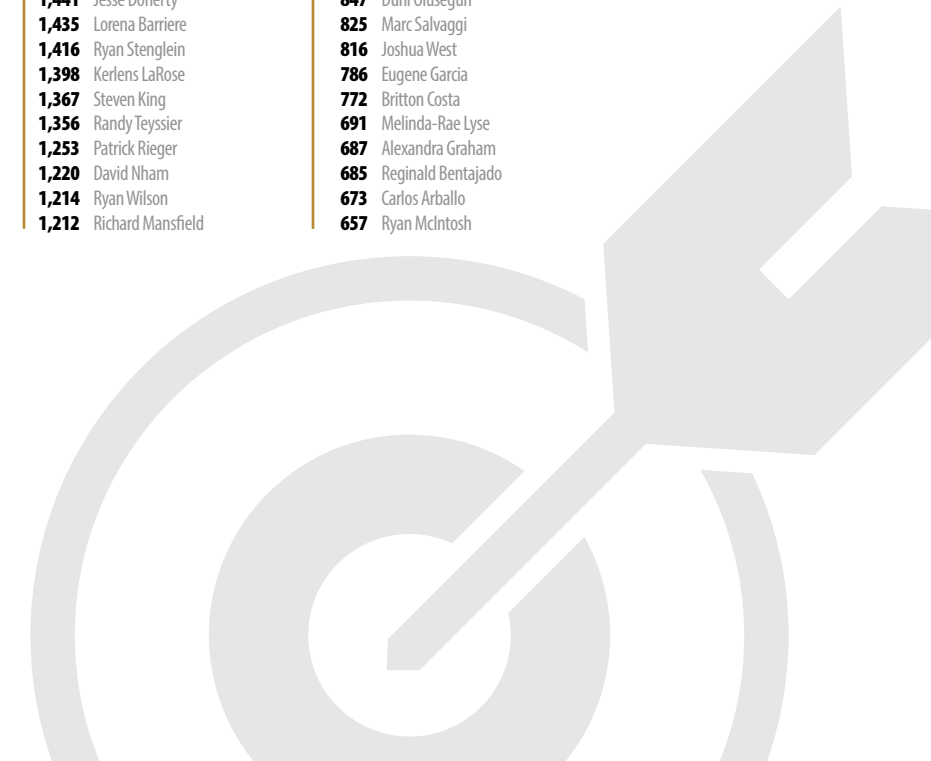
5



**DASON PHAUL**  
\$1,690  
Theodore Pappas

MAY BONUS LEADERS | PAYOUT: \$55,917 | QUALIFIERS: 177

- \$ 4,389 Sami Mogannam
  - 2,234 Nicholas Gasparro
  - 2,198 Mitchell Look
  - 1,695 Bradley Weigand
  - 1,690 Dason Phaul
  - 1,427 Maurice Baritz
- \$ 1,338 Nabil Spahi
  - 1,139 Christiana Bouligny
  - 1,120 Dawid Liniewski
  - 1,002 Faith Jones
  - 975 Ashley Bodnar
  - 970 Pamela Drury
- \$ 958 Ryan Vopat
  - 902 Fabian Aniekwensi
  - 772 Heidi Riffert
  - 738 Cherri Xie
  - 729 Andrea Yee
  - 718 Scott Dillingham
- \$ 687 Corey LaVigne
  - 651 Bryan Czajkowski
  - 643 Mark Lahijani
  - 615 Lidia Meglei
  - 595 Meakie Grice
  - 586 Kasey Williamson
- \$ 569 John McDougald
  - 551 Christine Moore
  - 538 Fritznel Octave
  - 524 Rich Walus
  - 520 James Termes
  - 515 Magda Figueiredo



# LEADERSHIP BONUS

1



**\$52,599**  
Michael Vasu

2



**\$48,204**  
Surace-Smith

3



**\$47,273**  
Surace-Smith

4



**\$32,241**  
Altig-Orlovic

5



**\$28,001**  
Altig-Orlovic

## MAY BONUS LEADERS

PAYOUT: \$2,112,015

QUALIFIERS: 734

\$52,599	Erez Shabtay	\$6,170	Michael Laramie
48,204	Marc Salvaggi	6,157	Evan Donoghue
47,273	Daniel Hartwig	5,976	Nicholas Moore
32,241	Ryan Kendl	5,891	Ashlynn Orng
28,001	Sara Vaz	9,922	Alon Fischer
25,294	Doreen Ryan-Foti	9,833	Andrew Wagner
24,652	Matthew Parks	9,821	Steve Bryant
22,314	Robert Kanaan	9,807	Eugene Garcia
18,775	Ryan Stenglein	9,489	Mark Dushaj
17,746	Darcy Schrieber	9,451	Joshua West
16,565	Brian Zuzick	9,351	Yussuf Elzein
15,426	Scott Wheeler	9,274	Matthew Turmquist
15,407	Ofa Tupouniua	9,198	Brent Bowling
15,233	Nicholas Scordos	9,022	Dustin Dunbar
14,877	Blake Higuchi	9,016	Robert Locke
14,749	Johnny Ly	8,792	Joshua Krueger
14,569	David Wang	8,687	Elias Boles
14,432	Paul Kelly	8,618	Luay Ghawi
14,320	Alex Kae	8,391	Joshua Jackson
14,204	Ryan Wilson	8,334	Kimberly Hamilton
14,047	Steven King	8,325	Sean Velasquez
13,839	Robert R Hamilton	8,281	Begona Patino-Lopez
13,837	Syed Quadri	8,140	Carlo Buhay
13,657	Andre McCallum	8,040	Rodney Ward
13,651	Joshua Crisp	8,028	Casey Hyseni
13,097	John Nieves	8,021	Michelle Martinez Aviles
12,517	Marian Sertler	7,920	Michael Clemente
12,487	Shahab Mahdavinnejad	7,738	Max Schumann
12,418	Mack Doby	7,569	Patrick Stenglein
12,397	Joshua Dishong	7,500	Dan Ikei
12,201	Richard Mansfield	7,450	Glenn Martin
12,103	Corey Helly	7,413	Melinda-Rae Lyse
11,920	Bobby Gujral	7,395	George Kamel
11,849	Andy Dorf	7,210	Paul M Smith
11,585	Dominic Telymonde	7,182	Jameetri Washington
11,354	Michael Stuver	7,176	Mauri Ramirez
11,348	Bruce Viaje	7,116	Richmond Gerrish
11,271	Zach Otto	7,111	Steve Svendsen
11,066	Bobby Swzaja	6,947	Yemi Akinade
10,999	Reynolds Akuamoaa	6,839	Craig Strompf
10,885	Christopher Hintz	6,748	DeAnthony Hartman
10,800	Nasr Quadri	6,525	James Sherwood
10,759	Beau Locker	6,441	Corey Hallam
10,747	Tyler Worstell	6,415	Troy Plummer
10,745	Matthew Conrad	6,320	Mark Neilson
10,570	Noel Rose	6,223	Andrew McQuade

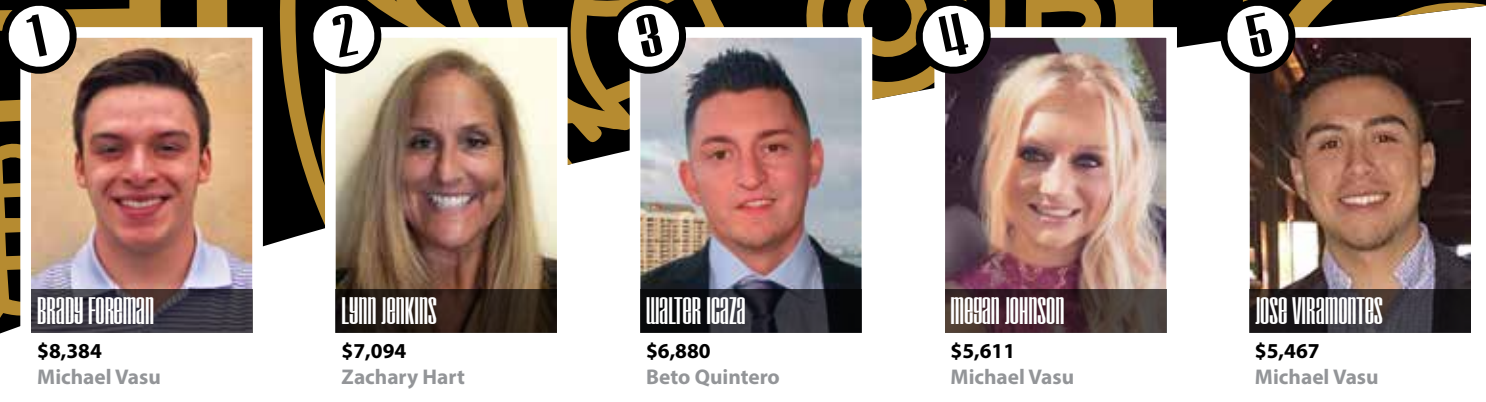
\$4,221	Richard Dyer	\$3,330	Michael Patty
4,204	Nicole Sanders	3,306	Henry Ingraham
4,190	Harjeet Rana	3,293	Alberto Alcalá
4,178	David Carpenter	3,289	Tom Weller
4,126	London Burnett	3,231	Ashley Wenning
4,095	Trevor Tollefson	3,191	Gevorg Yanukyan
4,082	Brody Maughan-Evanson	3,186	Cleopatra Sola
4,081	Slavita Hut	3,184	Muhammed Ashraf
4,078	Kyle Lewicki	3,156	Andre Hawthorne
4,068	John Bacaron	3,143	Thomas Vena
4,063	Nicholas Lorence	3,133	Travis Stucki
4,050	Tucker Gregor	3,131	Aaron Friedlander
4,045	Jordan Reinhold	3,124	Paul Streater
3,992	Britton Costa	3,114	Jeramey Pitman
3,956	Eric Thompson	3,109	Pedro Lemos
3,921	Laura Dennee	3,096	Michael D Sweeney
4,968	Patricia Cicerale	3,857	Paul Samra
3,839	Ashley Flood	3,052	Christopher Stevens
3,770	Trevor Mayer	3,051	Brandon Minor
3,766	Mark Dombrowski	3,036	Herman Fennell
3,751	Jonathan L Jones	3,031	Tyler McKnight
3,740	Deana Plaster	3,014	Lara Wyatt
3,721	Joy Vann-Austin	2,982	Bryan Juskiw
3,699	Shai Mate	2,978	Chad McLaughlin
3,672	Michael Cirelli	2,950	Joseph Tomanovich
3,667	Aaron Ralston	2,880	Thomas Longino
3,647	Derek Foore	2,860	Brandon Teter
3,640	Jessica Wilhite	2,858	Levar Morgan
3,629	Stephanie Kell	2,856	Michael C Williams
3,606	Christopher Bentley	2,833	Christina Jauch
3,604	Kasali Kotun	2,818	Lamar Livingston
3,595	Demetrius Lucas	2,792	Dana Black
3,567	Brandon Summerton	2,779	Jorge Guerra
3,541	Ryan McIntosh	2,769	Roger Fung
3,523	Tibor Simon	2,684	Mike Paragiou
3,516	Mark Beckford	2,673	James Jones
3,510	Christopher Botelho	2,661	Alex Paguio
3,509	Peter Kwiatkowski	2,655	Andre Bent
3,447	Michael Gerstein	2,649	Anthony Theriault
3,444	Alex Smith	2,634	Michael Russo
3,423	MacNeal Lashley	2,629	Alta Herpel
3,399	Jinelly Urena	2,614	David Higa
3,390	Duane Shaw	2,586	David Doles
3,366	Isaac Garcia	2,564	Alma Lozano
3,356	Aaron Voege	2,561	Javier Diaz
3,353	Jeffery Thiel	2,555	Adam Chesney

\$2,552	Julianne Scavo	\$1,704	George O'Shea
2,521	David Bilotti	1,701	Chelsie Otto
2,512	I-Perfection Harris	1,691	Nathan Hunt
2,505	Carl Lindsay	1,686	Edmaggie Myrthil
2,499	Sokol Fazliu	1,682	Kimberle Spooner
2,493	Sheila Downey	1,681	Kade Beck
2,481	Jason Bratin	1,678	Skye Miller
2,472	Heather Berg	1,667	Nathan Crandell
2,444	John Conard	1,656	Robert Biser
2,429	Hector Mendez	1,649	Tony Geer
2,419	Michael Mandella	1,634	Iva Plummer
2,415	Gregory Sampat	1,626	Shane McGregor
2,412	Timothy Bugge	1,619	Bennett Smith
2,380	Geddes Robinson	1,607	Juan Olvera
2,377	Stephanie Lovins	1,604	Aliasha Stone
2,367	Alan Fricke	1,574	Matt McBride
2,356	Levi Porto	1,572	Christopher Bennett
2,342	Vincent Meyer	1,569	Francis Inguilli
2,314	Jamil Harris	1,569	Elizabeth Chilson
2,310	Deonte Jones	1,551	Azar Afnan
2,308	Lynee Torres	1,547	Lynn Jenkins
2,303	Patrick Guthrie	1,539	Jesus Tolentino
2,302	Minh Phung	1,537	Jason Green
2,297	Jeremy Rivers	1,536	Joshua Rush
2,290	William Tompkins	1,532	Amr Shater
2,277	Curtis Henderson	1,531	Oleg Novitchii
2,252	Jessica Santamarina	1,523	Rachel Gallagher
2,234	Chris La Fond	1,520	Daniel G Johnson
2,224	Lynn Warner	1,514	Jeffrey Witherall
2,218	Duni Olusegun	1,512	Chirotam Ilokwu
2,209	David Rigney	1,505	Micah Focken
2,200	Joshua Rausser	1,501	Michael Coulthard
2,189	Jenna Guala	1,495	Naomi Caraballo
2,187	Joseph Corwin	1,485	Orby Kelley
2,184	Danielle Morales	1,482	Alejandro Pineda
2,180	Robert Park	1,475	Justin Diaz
2,130	Saul Lopez	1,474	Andrew Siebert
2,090	Matthew Cartwright	1,456	Garrett Shelton
2,083	Abbas Abdul-Khaliq	1,443	Jamell Ramsay
2,057	William Robinson	1,442	Nedal Kawash
2,027	Ottis Toney	1,435	Katrina Ricks
2,022	James Harding	1,434	Angel Martinez
2,017	Jimex Parker	1,434	Adam Kidikias
1,993	Hunter Houvener	1,420	Sacramento Juarez
1,974	Christopher L Clark	1,409	Alex Albright
1,966	Allen Watson	1,408	Rita Haidinger
1,958	Michael Williams Jr	1,394	Arthur Trost
1,947	Joshua Reyes	1,389	Patrick Rieger
1,933	Darrell Asbell	1,383	Kelly Ekker
1,910	Jordan Wall	1,379	Victor Goodman
1,903	Darren Miller	1,378	Bilal Farsakh
1,878	Arien Seemann	1,365	Craig Irving
1,876	Andrew Hynan	1,358	Kelvin Fernandez
1,856	Harold Durana	1,355	Natalie Linker
1,845	Michael DeGiovanni	1,351	Hector Guzman
1,845	Mark Hileman	1,349	Mark Adkins
1,826	Robert Smith	1,348	Travis White
1,801	Bernard Ballou	1,341	Matthew Kurey
1,786	Brett Maurice	1,340	Nicholas Engrav
1,777	Fran Kolos	1,336	Raul Rojas
1,775	Dwayne Nabors	1,319	Anacleto Arevalo
1,769	Randy O'Campo	1,308	Zachery Kurtulis
1,766	David Nham	1,299	John M McGrath
1,765	Michael Russo	1,267	David Messenger
1,763	Cara DeFiore	1,258	Rupinder Toor
1,763	Sam Chan	1,255	Andres Liranzo
1,741	Dean Gushi	1,255	Stuart Pagan
1,728	Benjamin Varner	1,251	Adam Hanna
1,728	Francesca Veltri	1,233	Daniel Dunham
1,723	Funmilola Elumade	1,230	Ekaterina Andreeva

\$1,227	Dustin Vincke	\$833	Angela Black
1,227	Joshua Garrison	820	Mahadai Kryshundayal
1,214	Tiffany Harmouche	813	Derya Ekren
1,211	Paul Ormes	807	Christopher Bungay
1,209	Frank Cordaro	801	Ryan Locke
1,184	Alexander Spooner	801	Brandon Neal
1,183	Kerlens LaRose	800	Anthony Ferraro
1,177	Marina Herrera	799	Ryan Fogel
1,166	Victoria Perea	798	Brooke Bogs
1,164	Yamid Mendoza Sanchez	795	Thomas Prather
1,159	Dina Boghdady	794	Shalom Chaimov
1,157	Sina Heak	780	Karen Salek-Cuzmar
1,145	Jonathan Maust	777	Christopher Gray
1,144	Steven Barton	773	Laaina Havea
1,142	Stephen Jeung	761	Dario Messina
1,139	Temesghen Starr	760	Eric Watson
1,133	Ryan Orloski	760	Donte Grant
1,128	Jessica Napiza	755	Joshua Yurinko
1,124	Jagdish Sukhu	753	Scott Davison
1,089	Lindsey Dettwiller	749	Spencer Nichols
1,086	Cara Griffin-Locker	749	Carrie Hammer
1,085	Michael May	745	Corina Araujo
1,077	Aaron Haynes	734	Kanon McGee
1,064	Robin Gonzalez	734	Southern Foster
1,055	Solomone Havea	726	David Dales
1,049	Alifonzo Garcia	724	Samaris Gener
1,047	Vincent Andreotti	724	Taylor Foster
1,047	Elvis Durakovic	722	Therese Nakamura
1,044	Yihsin Huang	717	Diane Williams-Lewis
1,039	David Herchick	714	Sean Conway
1,028	Jordan Lacy	705	Edwin Cuevas Quinones
1,023	Tiffany Babin-Washington	697	Branden Griffin
1,008	Charles Carroll	695	Ryan Landmark
1,005	Zachary Button	687	Robert L Stevens
1,003	Patrick Duray	679	Steven Stensrud
1,001	Pablo Solis	658	Zonia Ramirez
974	Cameron Stanley	654	Matthew Simon
971	Mary-Delores Ayarzagaitia	654	Daisy Pyeatt
963	Taurean Flournoy	651	Earnest Powers
956	Ivan Leung	647	Michelle Caouette
952	Kevin Appasamy	643	Keona France
952	Corey Cox	641	Roger Rau
951	Aaron Cooper	641	Ikram Alshobaki
944	George Taramas	636	David Lawrence
929	Robert Nolan	635	Wanda Williams
928	Celeste Dongell	633	Cory Quafe
922	Patricia Lee	632	Ransy Vazquez
915	Joel Jesurun	624	Paige Minarik
914	Michael Russin	623	Alvaro Barretto
914	Dashan Brown	607	Jason von Rosenberg
912	Sashia Veerman	599	David Hefflin
910	Eric Peyton	589	John McDougald
907	Sean Thormann	585	Venita Allen
903	Ryan Ohm	585	Nina Blackmon
902	Dylan Johnson	584	Elyse Bryan
897	Theodore Ryan	582	Curtisha Stephens
897	Derron Alexander	581	Nic Iagulli
894	Patrice Amador	575	Nicholas Deliberto
884	Mario Andres Chavez	573	Deserick Davenport
878	James Williams	568	James Cassie
869	Richard Whyte	561	Calvin Shaw
866	Samuel Robertson	561	Darrin Roberts
864	Anthony Ferguson	549	Jennifer Reed
862	David Messenger	538	Massoud Vaziri
861	Belaid Belkaid	531	Timothy Watson
860	Juliana Botero	527	Dwayne Gomez
846	Cristina Fox	524	Brackin Flitton
842	Mickel Major	523	Daniel Li
837	Tarek Elabasy	518	Omar Billy
836	Alejandra Franco-Salinas	514	Eli Doumit

\$514	Richard Pazak
513	Paul Helling
511	Christine DiSanto
509	Devin Adams
505	Michael Desharnais
504	Aaron Cain
504	Grant Smith
503	Samuel Montgomery
502	Asad Ahmed

# SA/GA DIRECT CODE FIELD TRAINING BONUS



**may BONUS LEADERS** | **PAYOUT: \$698,817** | **QUALIFIERS: 848**

<b>\$ 8,384</b> Brady Foreman	<b>\$ 2,313</b> Arien Seemann	<b>\$ 1,796</b> Michael Jennings	<b>\$ 1,481</b> Evett Bryan	<b>\$ 1,195</b> Fran Kolos	<b>\$ 870</b> Attar Chalif	<b>\$ 757</b> Eric Watson	<b>\$ 664</b> Travis White	<b>\$ 572</b> Mark Avuil
<b>7,094</b> Lynn Jenkins	<b>2,298</b> Daryl Graham	<b>1,776</b> Tanner Duy	<b>1,468</b> Philip Spicer	<b>1,194</b> David Brooks	<b>855</b> Brandon Schweitzer	<b>753</b> Christopher Thormann	<b>663</b> Victoria Varney	<b>572</b> Candice Smith
<b>6,880</b> Walter Icaza	<b>2,239</b> Phi Phan	<b>1,771</b> Shevy Thompson	<b>1,466</b> Calvin Shaw	<b>1,192</b> Ricardo Grandt	<b>846</b> Kevin Hastings	<b>753</b> Sina Heak	<b>662</b> Leonel Lazcano	<b>570</b> Katelin Young
<b>5,611</b> Megan Johnson	<b>2,234</b> Ekaterina Andreeva	<b>1,769</b> Sashia Veerman	<b>1,459</b> Brandon Foster	<b>1,189</b> George Alamo	<b>844</b> Shane Valentine	<b>753</b> James Williams	<b>659</b> Casey Earl	<b>567</b> Robert Bilder
<b>5,467</b> Jose Viramontes	<b>2,224</b> Thomas Ferraro	<b>1,760</b> Clayton Slaughter	<b>1,449</b> Laaina Havea	<b>1,184</b> Joshua Garrison	<b>842</b> Casey Devlin	<b>750</b> Robert Rummel	<b>654</b> Abraham Weissman	<b>564</b> Kenan Hyseni
<b>5,175</b> Francisco Vasquez	<b>2,223</b> Dylan Murphy	<b>1,754</b> Marcus Piccinilli	<b>1,448</b> Tiffany Babin-Washington	<b>1,175</b> Desarae Freeman	<b>840</b> James Sherwood	<b>749</b> Armando Aiello	<b>653</b> Richard Tabanji	<b>564</b> George Taramas
<b>5,111</b> Wadnerson Boileau	<b>2,222</b> Ariel Demesa	<b>1,753</b> Hazim Thomas	<b>1,436</b> Omar Billy	<b>1,174</b> Henry Ingraham	<b>837</b> Richard Whyte	<b>749</b> Jordan Wall	<b>645</b> Joshua Bacchus	<b>563</b> Fakaola Niukapu
<b>4,753</b> Melissa Martino	<b>2,196</b> Nedal Kawash	<b>1,749</b> Ryan Vance	<b>1,420</b> Leonard Ligotti	<b>1,174</b> John McDougald	<b>837</b> Antonio Orlina	<b>744</b> Olja Holovcuk	<b>643</b> Derek Thompson	<b>561</b> Matthew Simon
<b>4,586</b> Ronald McCormick	<b>2,190</b> Casondra Mil	<b>1,743</b> Daniel Juskiw	<b>1,413</b> Dario Messina	<b>1,173</b> Daniel Chousa	<b>825</b> John Danly	<b>743</b> Garrett Shelton	<b>642</b> Karina Vernon	<b>560</b> William Parks
<b>4,526</b> Tony Geer	<b>2,184</b> Roberto Navarro	<b>1,739</b> Moughamed Dioum	<b>1,411</b> Evelyn Howell	<b>1,173</b> Nicki Griffiths	<b>996</b> Arthur Trost	<b>741</b> Jeremy Osborn	<b>642</b> George Kamel	<b>559</b> Rubynia Hall
<b>4,468</b> Mark Neilson	<b>2,184</b> Robert Adrahtas	<b>1,732</b> Hector Guzman	<b>1,410</b> Travis Kovach	<b>1,165</b> Chester Leone	<b>993</b> Samuel Simpson	<b>741</b> Mayra Robles	<b>640</b> Mallory Eggleton	<b>559</b> June Greene
<b>4,438</b> Kerry Zorns	<b>2,181</b> Daniel Dunham	<b>1,729</b> Michael Clower	<b>1,408</b> Jason Isenberg	<b>1,161</b> Andrea Glover	<b>985</b> Stephen Pinkston	<b>734</b> Toni-Ann Allen	<b>635</b> Kierra Goodwin	<b>558</b> Marvin Mitchell
<b>4,012</b> Andrew Hynan	<b>2,172</b> James Cassie	<b>1,725</b> Jacob Rochefort	<b>1,402</b> Susan Cousineau	<b>1,159</b> Daniel Charron	<b>975</b> Lisa Nguyen	<b>734</b> Kevin Lowery	<b>634</b> Deonte Jones	<b>556</b> Leslie Moore
<b>3,959</b> Jorge Leon	<b>2,172</b> Adam Hanna	<b>1,715</b> Kurt Overby	<b>1,395</b> William Tompkins	<b>1,155</b> Chavis Holmes	<b>974</b> Rubin Chaïmov	<b>732</b> Jessica L. Johnsonson	<b>634</b> Gustavo Avila	<b>552</b> Timothy Welsh
<b>3,883</b> Brooke Bogs	<b>2,143</b> Sylvain Kalombo	<b>1,709</b> Michel Lavelanet	<b>1,383</b> Ryan McCann	<b>1,151</b> Juan Ramos	<b>969</b> Jon Flexner	<b>731</b> Anthony Capecci	<b>623</b> Rachel Gallagher	<b>550</b> Patrick Donovan
<b>3,806</b> Cristina Fox	<b>2,138</b> Vanina Bonanno	<b>1,700</b> Nicholas Wang	<b>1,375</b> Mandy Johnson	<b>1,150</b> Marie Campbell	<b>966</b> Audra Fenner	<b>730</b> Michael Nelson	<b>619</b> Nathan Doyle	<b>549</b> Eric Peyton
<b>3,768</b> Robert Townsend	<b>2,136</b> Joshua Lowman	<b>1,685</b> Corey Bort	<b>1,374</b> Dwayne Nabors	<b>1,142</b> Joseph Tchume	<b>966</b> Sharon Barnes	<b>726</b> Kaylea Adkins	<b>615</b> Ngan Pham	<b>545</b> Robert Weaver
<b>3,610</b> Jeffrey Hudson	<b>2,118</b> James Tolley	<b>1,675</b> Gory Schroeder	<b>1,369</b> Jon Houser	<b>1,134</b> Clinton Kerbs	<b>963</b> Geoffrey Quigley	<b>724</b> David Herchick	<b>615</b> Drew Kier	<b>544</b> Fidel Escobar
<b>3,604</b> Antoinette Williams	<b>2,111</b> Kasey White	<b>1,673</b> Jordan Warner	<b>1,361</b> Michelle Gaouette	<b>1,133</b> Eric Butt	<b>951</b> Courtney Griggs	<b>724</b> Benjamin Charles	<b>613</b> Oleg Novitchii	<b>542</b> Travis Vaughn
<b>3,415</b> Patrycja Grudzinska	<b>2,089</b> Thomas Longino	<b>1,668</b> Lindsey Dettwiller	<b>1,355</b> Noel Bonomi	<b>1,131</b> Nicholas Deliberto	<b>950</b> Aileen Varela	<b>722</b> Jason Moser	<b>611</b> Denville Loney	<b>542</b> Donna Bodiine
<b>3,275</b> Bryan Hip-Kam	<b>2,075</b> Christopher Visnesky	<b>1,658</b> Dulce Paz	<b>1,344</b> Deserick Davenport	<b>1,123</b> Victor Goodman	<b>949</b> Michael Sherwood	<b>720</b> Steven Barton	<b>611</b> Jonathan Lamb	<b>540</b> Jennifer Ragan
<b>3,272</b> Abbas Abdul-Khalik	<b>2,073</b> Peter Cappuccio	<b>1,653</b> Donte Grant	<b>1,336</b> Jose A Torres	<b>1,115</b> Anthony Ferraro	<b>945</b> Taylor Foster	<b>719</b> Dia Ghandour	<b>604</b> Kelly Ekker	<b>539</b> Paolo Dandrea
<b>3,216</b> Funmilola Elumade	<b>2,073</b> Barkley Collinson	<b>1,653</b> Michelle Olivo	<b>1,334</b> Scott Hannon	<b>1,115</b> Patrick Rowe	<b>944</b> Blake Tomblin	<b>719</b> Alexander Pham	<b>603</b> Brian Woods	<b>538</b> Anthony Maximo
<b>3,210</b> Michael Clements	<b>2,067</b> Randy O'Campo	<b>1,650</b> Francis Ingulli	<b>1,317</b> Sarah Acker	<b>1,114</b> Michelle Marin	<b>940</b> Robert Biser	<b>719</b> Tabitha Witherell	<b>598</b> Winnell Powell	<b>538</b> Allan Alias
<b>3,139</b> Alipate Makaui	<b>2,056</b> Johnathon Bogoslawski	<b>1,646</b> Iris Saavedra	<b>1,286</b> Sara Kamalvand	<b>1,111</b> Shanita Ellmers	<b>929</b> Jessica Napiza	<b>719</b> Kamaile Viena	<b>598</b> Rupinder Toor	<b>535</b> Daniel Foore
<b>3,137</b> Alma Lozano	<b>2,037</b> Joshua Goodman	<b>1,642</b> Connor McCollum	<b>1,274</b> Grant Smith	<b>1,108</b> Mark Lahijani	<b>928</b> Samy Jacques	<b>712</b> Brian Obrecht	<b>597</b> Toby Leger	<b>533</b> Steve James
<b>3,098</b> Justin Lowe	<b>2,025</b> Anne Kim	<b>1,638</b> Marta Muniz	<b>1,272</b> Daniel Pettit	<b>1,104</b> Kristen Brown	<b>923</b> Charles Carroll	<b>708</b> Philip Eggleton	<b>596</b> Matthew Tallman	<b>533</b> Tarek Elabasy
<b>3,036</b> Justin Allain	<b>2,025</b> Roger Rau	<b>1,617</b> Anthony Ferguson	<b>1,268</b> Kay Pomroy	<b>1,104</b> Angelique Piquion	<b>923</b> Charles Carroll	<b>703</b> Kevin Gillum	<b>594</b> Young Lee	<b>529</b> Daniel Prinzo
<b>2,929</b> Lara Wyatt	<b>2,018</b> Joseph McCallister	<b>1,601</b> Ryan Elias	<b>1,263</b> Henderson Hoyte	<b>1,097</b> Jon Golin	<b>923</b> Charles Carroll	<b>703</b> Eli Parra	<b>590</b> Joseph Rotolo	<b>529</b> Justin LoPatriello
<b>2,864</b> Aracelis Mota	<b>1,974</b> Shelbi Sofranks	<b>1,600</b> Brent Bowling	<b>1,257</b> Austin W Smith	<b>1,085</b> Gary Stevens	<b>923</b> Charles Carroll	<b>699</b> Anthony A Lopez	<b>589</b> Spencer Owens	<b>523</b> Mele Makaui
<b>2,859</b> Christina LaPlant	<b>1,965</b> Curt Lindgren	<b>1,593</b> Joseph Corwin	<b>1,253</b> Solomone Havea	<b>1,085</b> Mandale Tolefree	<b>923</b> Charles Carroll	<b>694</b> John N Williams	<b>589</b> Rachel Brown	<b>520</b> Colin Hill
<b>2,735</b> Adam Kidikas	<b>1,957</b> Shayla Williamson	<b>1,590</b> Venita Allen	<b>1,246</b> Jaclyn West	<b>1,082</b> Daniel Petek	<b>923</b> Charles Carroll	<b>693</b> Candy Henderson	<b>588</b> Samuel Barriere	<b>519</b> Sonia Tyner
<b>2,659</b> Joseph Kanaan	<b>1,954</b> Joseph Sarasin	<b>1,587</b> Michael May	<b>1,244</b> Zachary Button	<b>1,082</b> Timothy Peeler	<b>923</b> Charles Carroll	<b>685</b> Ryan Misner	<b>587</b> William Barker	<b>519</b> John Vitt
<b>2,647</b> Andrew Chambers	<b>1,950</b> Karen Lamey	<b>1,584</b> Joshua Yurinko	<b>1,243</b> Richard Millington	<b>1,081</b> Paul Helling	<b>923</b> Charles Carroll	<b>684</b> Casey Pfeiffer	<b>586</b> Joseph Kleebe	<b>514</b> Jeannieliza Solis
<b>2,625</b> Amarildo Hajro	<b>1,947</b> Alejandro Pineda	<b>1,581</b> Paul Slusser	<b>1,243</b> Mathieu Cook	<b>1,079</b> Diane Stevenson	<b>923</b> Charles Carroll	<b>683</b> Justin Diaz	<b>584</b> Raymond Ramos	<b>513</b> Mickey Adkins
<b>2,621</b> James Tierney	<b>1,945</b> Auston Mavrak	<b>1,580</b> Kelly Schoenherr	<b>1,240</b> Billi Jo Hawkins	<b>1,069</b> Joel Trask	<b>923</b> Charles Carroll	<b>682</b> Arthur McIntyre	<b>582</b> Marques Holmes	<b>510</b> Wilmer Jimenez
<b>2,611</b> Brandon Mogel	<b>1,936</b> Landon Schlag	<b>1,574</b> Adam Chesney	<b>1,236</b> Joseph Miller	<b>1,065</b> Timothy Stewart	<b>923</b> Charles Carroll	<b>676</b> Derek Woo	<b>581</b> Mitchell Page	<b>509</b> Solomon Siegel
<b>2,598</b> Aaron Dupras	<b>1,910</b> Steven Baum	<b>1,571</b> Waleah Salah	<b>1,233</b> Aljban Jashari	<b>1,060</b> Antonio Evans	<b>923</b> Charles Carroll	<b>676</b> Alexander Johnston	<b>580</b> Juliana Botero	<b>508</b> Albert Olesko
<b>2,584</b> Dominick Williams	<b>1,895</b> Matthew Castelli	<b>1,567</b> Steven Misiano	<b>1,227</b> Austin Timmons	<b>1,055</b> Gerilyn Bertoli	<b>923</b> Charles Carroll	<b>676</b> Yamid Mendoza Sanchez	<b>578</b> Sara Beedie	<b>508</b> Thomas Farrell
<b>2,583</b> Zachery Nelson	<b>1,863</b> Jakita Parnley	<b>1,564</b> Alma Lopez	<b>1,226</b> Chirotam Ilokwu	<b>1,052</b> Devan Grissom	<b>923</b> Charles Carroll	<b>676</b> Earnest Powers	<b>578</b> Sara Beedie	<b>505</b> Jagdish Sukhu
<b>2,570</b> Matelita Enosi	<b>1,861</b> Mathew Simonson	<b>1,558</b> Danielle Morales	<b>1,226</b> Adam Wolcott	<b>1,048</b> Ikram Alshobaki	<b>923</b> Charles Carroll	<b>676</b> Alexander Johnston	<b>574</b> John Pishnock	<b>502</b> Alisha Cravey
<b>2,546</b> Melinda Skinner	<b>1,859</b> Edmaggie Myrthil	<b>1,544</b> Mickel Major	<b>1,225</b> Anthony Greco	<b>1,047</b> Detrionne Davis	<b>923</b> Charles Carroll	<b>676</b> Yamil Mendoza Sanchez	<b>574</b> John Pishnock	
<b>2,494</b> Azar Afnan	<b>1,848</b> Alex Gonzales	<b>1,528</b> Roy Kay	<b>1,223</b> Zachary Whipple	<b>1,044</b> Corey Redding	<b>923</b> Charles Carroll	<b>676</b> Yamil Mendoza Sanchez	<b>574</b> John Pishnock	
<b>2,429</b> Brandon Neal	<b>1,846</b> Kemberly Sousa	<b>1,519</b> Joel Jesurun	<b>1,221</b> Luiz DeOliveira	<b>1,043</b> Theodore Ryan	<b>923</b> Charles Carroll	<b>676</b> Yamil Mendoza Sanchez	<b>574</b> John Pishnock	
<b>2,383</b> Eric Thompson	<b>1,815</b> Vincent Gravel-Michaud	<b>1,485</b> Dale Canterbury	<b>1,215</b> Ryan Freeling	<b>1,043</b> Darrin Roberts	<b>923</b> Charles Carroll	<b>676</b> Yamil Mendoza Sanchez	<b>574</b> John Pishnock	
<b>2,373</b> Ryan Witham	<b>1,815</b> Evelyn Juarez	<b>1,483</b> Angela Black	<b>1,214</b> Lucas Bauer	<b>1,043</b> Gregorio Albao	<b>923</b> Charles Carroll	<b>676</b> Yamil Mendoza Sanchez	<b>574</b> John Pishnock	
<b>2,370</b> Francesca Veltre	<b>1,803</b> Jennifer Dettmann	<b>1,482</b> Angel Martinez	<b>1,211</b> David Duddy	<b>1,040</b> Alejandra Franco-Salinas	<b>923</b> Charles Carroll	<b>676</b> Yamil Mendoza Sanchez	<b>574</b> John Pishnock	

**5 BONUS TOTAL: \$5,699,701**

<b>WORLD'S GREATEST</b> \$2,450,933	<b>REINSTATEMENT</b> \$55,917	<b>RGa LEADERSHIP</b> \$382,019	<b>LEADERSHIP</b> \$2,112,015	<b>SA/GA TRAINING</b> \$698,817
--	----------------------------------	------------------------------------	----------------------------------	------------------------------------

All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals

# FOUNDERS CLUB

May Qualifiers—  
Outstanding Producers:



**Katie Massart**  
Altig-Orlovic  
15 Qualifications  
\$114,664 Net ALP  
84.4 RET



**Michael Botond**  
Altig-Orlovic  
1 Qualification  
\$95,100 Net ALP  
83.8 RET



**Max Quasem**  
Cohen-Cohen  
40 Qualifications  
\$87,813 Net ALP  
87 RET



**Jordon Graham**  
Sabrina Lloyd  
2 Qualifications  
\$83,096 Net ALP  
88.5 RET



**Tevita Tupouniua**  
Steve Friedlander  
4 Qualifications  
\$72,438 Net ALP  
80.9 RET



**Lily Sakai**  
Cohen-Cohen  
26 Qualifications  
\$70,845 Net ALP  
89.7 RET



**Daniel Li**  
Altig-Orlovic  
4 Qualifications  
\$66,923 Net ALP  
81.4 RET



**Lincoln Dziekonski**  
Altig-Orlovic  
1 Qualification  
\$57,942 Net ALP  
82.2 RET



**Alipate Makau**  
Steve Friedlander  
3 Qualifications  
\$55,421 Net ALP  
95.5 RET

# MILLION DOLLAR CLUB

Another champion, another milestone!

Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award. Congratulations on your achievements!



## Maijargal Sukhbaatar

Daniel Umbertone  
Contracted 11/7/03  
Qualified 5/31/17  
\$2,024,329 Net ALP

# DIRECTORS OF THE MONTH

## Sales Director of the Month



**Phil Bromagen**

Phil had 108.64% growth over May 2016.

## PR Director of the Month



**Denise Gilbert**

Denise met 105.87% of Objective during May 2017.

# HONORING

## INSPIRING EXCELLENT ACHIEVEMENT



## Roger Smith

Chief Executive Officer  
AII Agency Division

*SOME MEMORIES ARE UNFORGETTABLE, REMAINING EVER VIVID AND HEART-WARMING. — JOSEPH B. WIRTHLIN*

**A**S MOST OF YOU ARE AWARE, I will step down as CEO of American Income Life and National Income Life at the end of 2017. So, for the past year and a half, I have been gradually handing over various responsibilities to Steve. Addressing the Convention audience on Awards Night in Cancun probably should have been one of them. But it was my last opportunity to address the World's Greatest Sales Force as CEO, and I just couldn't let it go. My apologies to Steve for stealing his thunder; lucky for me, rank does still have its privileges.

Every year on Awards Night, I begin my remarks by saying that it's one of my favorite nights of the year. Why wouldn't it be? I get to be on stage with our top producers. I get to hand out money and trophies, and I get lots of handshakes and hugs. In other words, I get to be a hero, and who wouldn't like that? Being in a position to help other people become successful and sharing in the fruits of that success is one of the most gratifying aspects of any leader's job. It never gets old.

The Convention trip itself is a reward for the hard work that attendee put in last year to qualify. But as wonderful and fun as the other events at Convention are, it really all comes down to Awards Night; that's what it's all about. Awards Night is, of course, a very special time for those whose achievements have brought them to the stage. They deserve every moment in the limelight. But it's special for the rest of us as well.

Celebrating with the winners as we wish them well means we are sharing in their success, sharing one of their proudest moments. That's what family does. That's what we do. But Awards Night also serves to inspire others —

those who didn't make it to the stage this year — by showing them what is possible when you are really and truly all-in.

Don't think for a moment that I'm exaggerating the ability of Awards Night to inspire. People come up to me every year after the Awards Presentation and say, "Man, it could have been me up there. I could have done better. Next year it's my turn!" And more often than you'd think, they make good on those promises to themselves. So, even as we applaud this year's winners, we're encouraging next year's as well.

How about you? Would you like a place in the winner's circle next year? Even though I won't be there to personally congratulate you, I know Steve and David will be feeling the same sense of pride in your accomplishments then as I felt for this year's winners.

There is still plenty of time to qualify for the 2018 Convention and I know you'll want to be there. The fun and magic of Orlando, Florida and the Happiest Place on Earth await our qualifiers and award winners next year — don't miss it! Congratulations again to all our 2016 award winners and Convention qualifiers. 🍀



AMERICAN INCOME LIFE  
NATIONAL INCOME LIFE  
insurance companies



FIRST-CLASS MAIL  
PRESORTED  
U.S. POSTAGE  
**PAID**  
AMERICAN INCOME  
LIFE 76710  
PERMIT 3121

[www.ailife.com](http://www.ailife.com) Protecting Working Families

1200 Wooded Acres Drive  
Waco, TX 76710

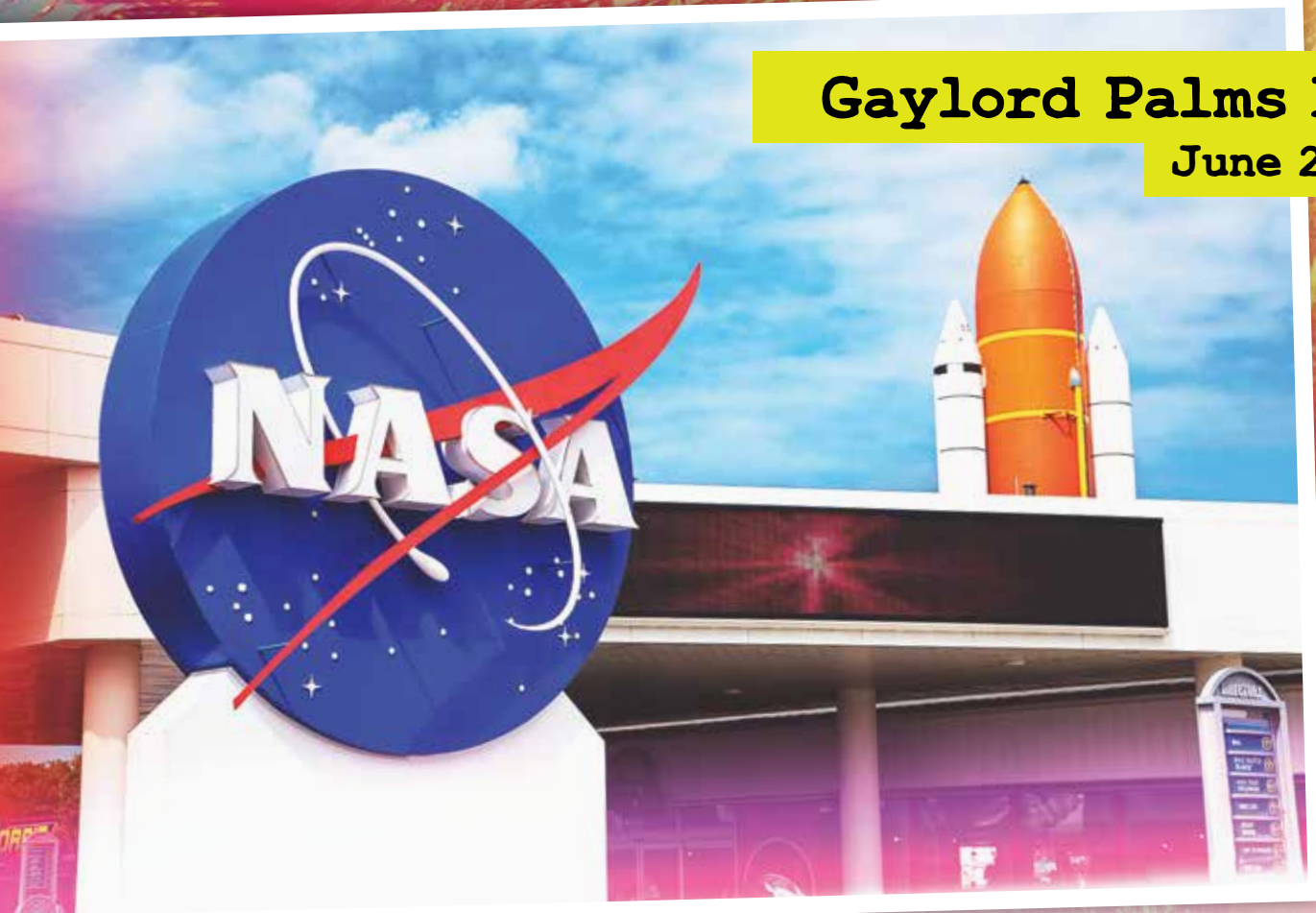
2018

# CONVENTION

Orlando, Florida

Gaylord Palms Resort

June 24-27, 2018



View full qualifications online: [ailife.com/arc/spotlight.aspx](http://ailife.com/arc/spotlight.aspx) & [nilife.com/arc/spotlight.aspx](http://nilife.com/arc/spotlight.aspx)